

Ulster talks stalled by Lynch appeal for unity

British ministers were shocked last night by suggestions by Mr Lynch the Irish Prime Minister, that Britain should encourage Irish unity and that terrorists might be amnestied when Ulster violence ended. In Ulster the Official Unionists suspended talks with the Government over a devolved administration "until it had cleared its position beyond all doubt".

Amnesty view shocks British ministers

By Fred Emery
New suggestions by Mr Lynch, Prime Minister of the Irish Republic, that Britain should actively encourage Irish unity, and that the Dublin Government consider an amnesty for terrorists once the Ulster violence ended, exploded like a planted bomb among British ministers last night. Unionist responses in Belfast were predictably shocked. Mr Mason, Secretary of State for Northern Ireland, restrained himself from making a statement until he had seen the full text of Mr Lynch's remarks, given yesterday in an interview on Irish radio. But to say that the British Government regarded Mr Lynch's surprise intervention as unhelpful and untimely conveys the sense of outrage and shock.

The immediate concern in Whitehall was that Mr Lynch might have weakened Mr Mason's initiative with Northern Ireland politicians to agree to an "interim" return to a devolved administration. But clearly Mr Lynch's talk of amnesty stuck in ministers' throats.

Asked about an amnesty, he replied: "That remains to be seen. In most cases, these people have broken the law. Naturally enough, if peace came and there was a complete ceasefire, we would look at the situation."

I cannot say in advance what the Government would do. It is a matter for the collective responsibility of the Government. But, again, we are talking on the basis of a hypothesis, if there was a termination of violence, and if it was a complete ceasefire, we would look at the situation. I cannot say in advance what the Government would do. It is a matter for the collective responsibility of the Government. But, again, we are talking on the basis of a hypothesis, if there was a termination of violence, and if it was a complete ceasefire, we would look at the situation.

As for Ulster devolution, talks between Mr Mason's officials and Ulster politicians were described as being at a delicate stage. Last night it was doubted whether they now had much future. As for Mr Lynch's motives, there was official bafflement when there was no suggestion of mischief. Why he should have chosen to reopen the unity issue after the 1973 border referendum had made it clear that the British would allow unity, but that the overwhelming majority wanted to remain in the United Kingdom was clearly beyond the immediate grasp of ministers. What the Irish see as an intolerable stagnation, Britain sees as the only way forward.

"Steel Wall": Mr Lynch said on the radio that he thought

White Paper likely to permit only a modest rise in public spending

By Melvyn Westlake

A government decision to permit a modest growth in public spending in coming years is likely to be contained in the annual White Paper on Expenditure, which will probably be published on Thursday.

However, the spending plans will reflect the Cabinet's determination to keep the growth in government expenditure below the projected expansion in the overall economy.

Operating within this constraint, it seems likely that between now and 1981-82 (the years to be covered by the White Paper) public spending may be permitted to grow at an average of about 2 per cent a

year. This is a good deal slower than earlier this decade, when such spending significantly exceeded the expansion in the economy.

Even so, it represents a greater proportionate allocation of resources to the public sector than appeared to have been envisaged a year ago when the scope for any real growth in spending by Whitehall departments seemed severely limited.

It is the Chancellor's determination to reduce the tax burden that continues to make it desirable that public sector spending rises less fast than national output.

The belief that the tax burden has become unsupport-

ably high is now firmly rooted in Treasury thinking and Mr Healey has committed himself on various occasions to reducing it.

If this is to be done without simultaneously pushing up government borrowing to unacceptably high levels, the growth in public spending must remain comparatively modest for some years.

Mr Healey is known to be unhappy with the situation that exists at present when people start paying tax at an income which would qualify them for supplementary benefit. Raising the tax threshold above this level has become a high priority.

But even to do this would be very expensive in terms of lost revenue.

However, it is now felt by several ministers that a move in this direction should take precedence over any major expansion of the public services.

How quickly this phase can be completed depends on how fast the economy grows, although Mr Healey still argues that a point will come when public spending can be allowed to rise as fast as national output in general.

Last year's White Paper showed that the ratio of public spending to gross domestic product—the nation's total output of goods and services—would

fall from 46 per cent in the financial year 1975-76 to about 42 or 43 per cent in 1978-79. It is now expected that this ratio will be held at about 43 per cent for 1978-79.

The forthcoming White Paper is also likely to be experimental in providing tax revenue projections for probably the next three years. This has only been done once before, in Mr Roy Jenkins's 1969 White Paper.

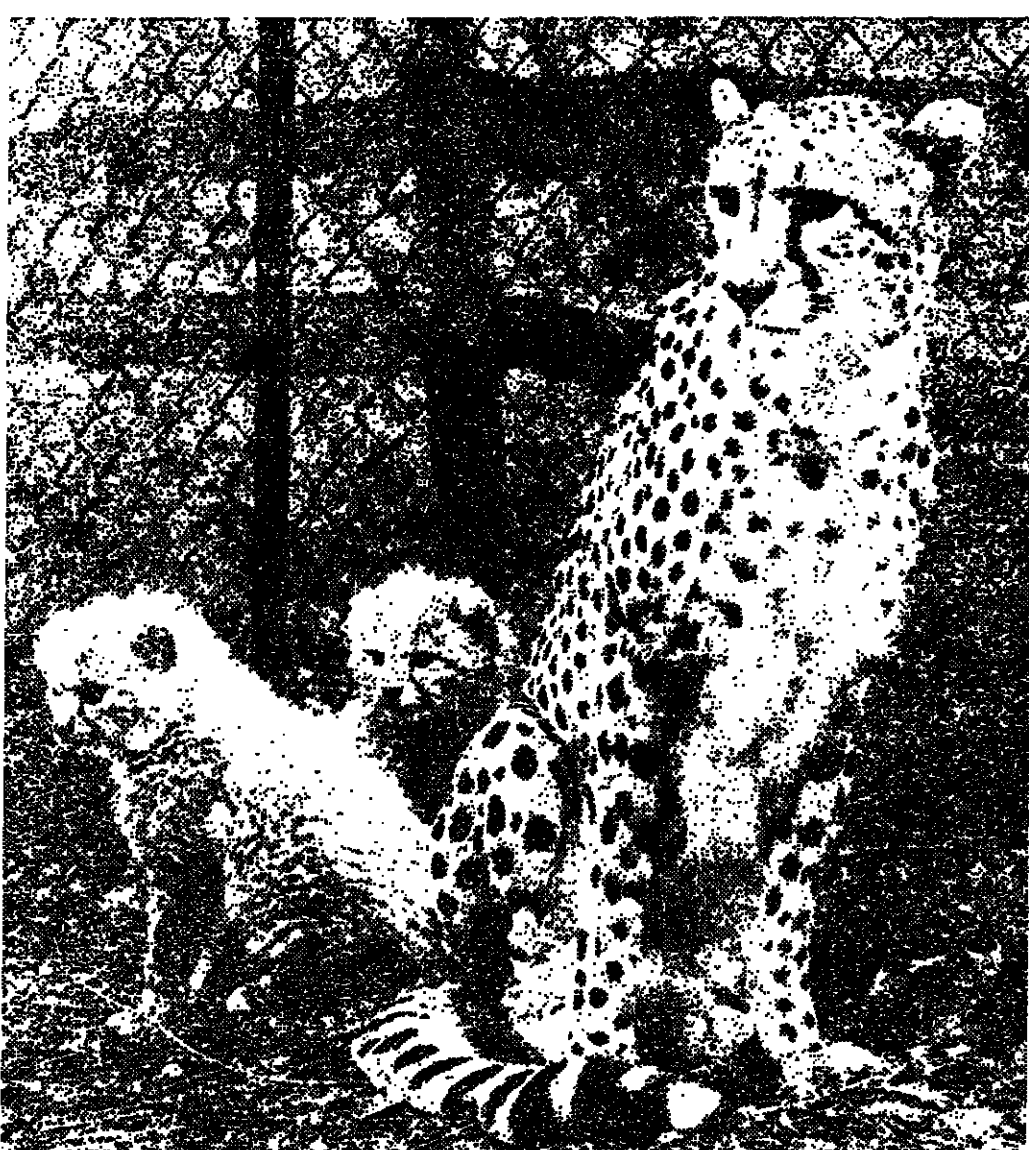
The Treasury has been pressed to restore such projections by the House of Commons all-Party Expenditure Committee.

It has long been argued that it makes no sense to consider revenue flows separately from

spending projections, as now happens with the spring Budget and the annual White Paper on Expenditure.

The Treasury has considerable reservations, however, about the usefulness of providing what are inevitably very provisional estimates about revenue flows for some years ahead.

There is also some wariness on the part of the Treasury, that MPs on the Commons Expenditure Committee could obtain it to provide the assumptions on which the revenue estimates are based, thereby revealing rather more about its forecasts for the economy than it would like to disclose.



It has taken five years to breed South-West African cheetahs at Port Lympne Wildlife Park, Hythe, Kent. The mother, Orumba, is seen here with her cubs, Herero and Etosha, born eight weeks ago.

Mrs Thatcher set to deride a 'miracle'

By Fred Emery and Paul Routledge

Mrs Thatcher, determined to arouse the electorate to see the coming contest with Labour as a "watershed election", perhaps the "most clear-cut we have had for years", is expected today to ridicule the "economic miracle" she sees being claimed by ministers.

Advance word of the closing speech of her Scottish tour which is being given in Glasgow, is that she is to insist that the recent findings by the Organization for Economic Cooperation and Development on Britain still show worse expectations next year than for other industrial countries.

The Leader of the Opposition is said to be preparing an arresting comparison to show that this Government's increase in borrowing has been greater than all previous British public borrowing.

She will try to hammer home the fact that average pay, in real terms, is still not back to the level of four years ago. Another argument for her use is that the entire amount of North Sea oil revenue, at

peak rates, would have to be used simply to get a return to the level of personal taxation inherited by Labour from the Conservatives in 1974. In a BBC radio interview yesterday she promised, if she won the election, to use most of those revenues to reduce taxation.

Mrs Thatcher's promised militancy, in her first big set piece speech of the new year, comes after the attack on Friday on "union bosses" by Sir Geoffrey Howe, QC, which further complicated the task of her Shadow Cabinet colleague responsible for handling the unions, Mr Prior. He is due to speak today on the same Glasgow platform as Mrs Thatcher and Sir Keith Joseph.

Senior Conservatives always deny policy differences. But there is no doubt that if Mr Prior sticks to his intended theme that the debate must be widened so that unions and their leaders alone must not be blamed for all British ills; that management and government must be blamed as well; then there will be taken as indicating that serious differences remain. Continued on page 2, col 1

Rhodesia clamps down on foreign journalists

Salisbury, Jan 8.—Strict controls on the reporting of security matters have been added to press censorship regulations in Rhodesia.

Under an emergency decree issued yesterday, the foreign press is forbidden to disclose any official secrets for the first time on day-to-day affairs.

Until now foreign correspondents were obliged to submit news copy for official scrutiny only if the material had been gathered on assignments given prior military approval. These included visits to war zones and military bases.

From now on, correspondents can send without prior approval only news of guerrilla incidents contained in official communiqués or disclosed in the courts or Parliament. Additional information from the correspondent's own sources or eyewitness accounts must be given by the Information Ministry.

No penalty for breach of the law was stated, but a government spokesman said he believed it was 1,000 Rhodesian dollars (£1,000) or one year's imprisonment or both.

Our Salisbury Correspondent writes: A government spokesman said the vast majority of journalists had cooperated with the Government in reporting matters of a military or security nature. But there had been breaches of the security clearance procedures.

Matters which could reasonably be described as military secrets and affecting national security had been published openly.

Mr Michael Hartnack, president of the Rhodesian Guild of Journalists, strongly criticized the new regulations. At one stroke, he said, the Government had done more to curtail the freedom of the press than the Patriotic Front could ever have hoped.

Mr Hartnack said his guild was weary of advising against the facility of Government bullying of bodies such as the Roman Catholic Church and the international press.

"Where Henry VIII and Richard Nixon failed the Rhodesian Government is hardly likely to succeed," he said.

Guerrilla murders, page 5

Begin threat to revoke Sinai peace offer

From Our Correspondent

Tel Aviv, Jan 8

Mr Begin, the Israeli Prime Minister, today threatened to withdraw peace proposals put to Egypt by President Sadat.

The Israeli leader, angered by President Sadat's rejection of any Israeli military or civilian presence on Egyptian soil after the two countries sign a peace agreement, declared that if Egyptian intransigence continued, Israel would consider itself free to revoke the offer.

He added that Israel, as a victim of aggression, had the right under international law to demand territorial changes in a peace treaty.

The Israeli leader's warning, made after a six-hour Cabinet meeting, coincided with a Government announcement that it will strengthen existing settlements in Sinai, but no new ones would be approved.

However, an earlier decision to establish three more settlements would not be revoked and the first of these founded today by 30 members of the militant Gush Emunim (Block of the Faithful) at biblical sites.

They were guided to the site by Israeli soldiers.

President Sadat had been quoted here as saying he would not tolerate the presence of

Israeli civilians on Egyptian soil after Israel withdrew from Sinai and that the Jews could dismantle or burn their villages and cities.

Mr Begin, speaking at a Herut Party meeting this evening, advised the Egyptian leader to leave the burning of cities to Nero.

"With all respect and in friendship," Mr Begin said, "I must re-emphasize to President Sadat that this intransigence and hardening of attitudes expressed by the words 'I shall not tolerate' cannot help the peace-making process."

The Israeli Government's decision not to approve any new settlements was taken secretly last week and made public today after reports, officially denied, claimed that more than 20 were to be established before military and political talks agreed by Israel and Egypt at Jerusalem get under way.

The reports were not attributed but they reflected the views of General Ariel Sharon, the Minister of Agriculture, and head of the ministerial land settlement committee. The Yom Kippur war hero received a snub from the Cabinet today when, in a rare vote against a proposal by Mr Begin, it opposed Mr Sharon's inclusion in the political committee that is to negotiate with Egypt.

Continued on page 5, col 8

Callaghan visit to Mr Sadat

From David Watts

Cairo, Jan 8

Mr Callaghan is expected to have talks with President Sadat of Egypt on the way back from the Indian sub-continent. British diplomats, sources said today that arrangements for the visit were going ahead. It was hoped that it would take place on Friday evening, most probably in Aswan where Mr Sadat saw President Carter last week.

The invitation has apparently been outstanding since before the most recent visit to London of Mr Begin, the Israeli Prime Minister, last month. Egyptian officials took the opportunity of suggesting that Mr Callaghan should make a diversion on his homeward journey from Pakistan over the weekend.

Since the beginning of the present initiative, the Prime Minister and Mr Sadat have been in touch frequently by telephone and have exchanged messages continuously.

Egypt is keen to keep Britain involved in its campaign for a peace settlement as part of its overall strategy of enrolling maximum support so that the momentum towards a peace settlement becomes irresistible. Diplomats also define the British role as a "minor constructive" one in line with EEC policy.

Indian visit, page 5

Murray plea to firemen supports TUC backing for 10 per cent pay guideline

By Paul Routledge

Labour Editor

Mr Len Murray, general secretary of the TUC, intervened yesterday in the firemen's strike, now in its ninth week, with an appeal to the men to accept the Government's "honourable and valuable" settlement.

His move may accelerate the trend towards a return to work after a recalled delegate conference of the Fire Brigades Union meets on Thursday, but union leaders still expect a close vote on their recommendation to accept the Home Secretary's formula of 10 per cent now and more later.

A rift is emerging between the three counties, where most fire brigades employ many part-timers want to go back on the terms offered, and city firemen, who are taking a stronger line. The first crack in the solidarity of the metropolitan areas came in Manchester on

Saturday when local leaders decided to recommend acceptance of the offer. Firemen in Norwich voted to stay out. In his appeal to the strikers Mr Murray said nobody could doubt that the men's efforts and sacrifices had produced worthwhile gains.

On offer is a formula, underwritten by the Government itself, which means a substantial pay rise this year, and by November next year 'put firemen in the £100-a-week bracket and then keep them level with skilled workers', he said.

On top of that is a six-hour cut in their working week later this year. These are very substantial advances. Many trade unionists have told me that they wish they could get a deal like this one.

He expressed the hope that the recalled conference would overwhelmingly endorse "the positive recommendation by their executive, under whose leadership the dispute has been brought to what other trade

unionists believe is an honourable and valuable settlement. That is the farthest the TUC general secretary has gone in seeking to influence the course of the dispute, which the firemen tried unsuccessfully to make the business of the whole labour movement. Taken with his earlier comments, Mr Murray's intervention tends to confirm the view that the TUC will not mount a general assault on the 10 per cent wage guideline, and that the Government's pay policy will therefore hold.

At Thursday's FBU delegate conference the vote is expected to be close. First Welsh vote: Firemen in St Athys, Ceredigion, yesterday voted overwhelmingly in favour of accepting the Government offer, the first brigade in Wales to take a decision.

But before they return to work they are seeking the dismissal of seven men who have worked at Rhyl throughout the strike.

Fire deaths, page 2
Leading article, page 13

Law officers in race case move

The Attorney General and the Solicitor General are to call for the transcript of the summing-up by Judge McKinnon, QC, in the case in which a man who used the words "niggers, wogs and coons" was cleared on Friday of inciting racial hatred. The two law officers will decide whether anything said by the judge needs to be clarified as a point of law. If so, it would be referred to the Court of Appeal. Page 2

Rome violence spreads

A right-wing youth remained in critical condition as violence spread through Rome in revenge for his shooting and the assassination of two of his companions. Reprisal attacks included the ransacking of a Communist Party office. Page 4

Steel clash ahead

A demand by a subcommittee of the Select Committee on Nationalized Industries to be allowed to read correspondence between the Government and the British Steel Corporation over the corporation's present crisis is expected to be resisted. Page 2

Cleaner Mediterranean

All countries with coastlines on the Mediterranean—Albania excepted—will sit down in Monte Carlo today ready to put down signatures to a pact launching once-and-for-all efforts to save the inland sea from irremediable pollution. Page 4

Merseyside car output faces new threat

New threats face Merseyside's troubled car plants today. A strike by 1,000 men over manning levels at Halewood could halt Ford car assembly operations within 48 hours. The Leyland strike at the Triumph factory at Speke starts its 11th week with little hope of settlement. Page 15

Pit plan supported

Miners at Betteshanger colliery, in Kent, followed the county's two other pits yesterday in voting to give their union leaders the power to negotiate local productivity schemes, two weeks after the local union leadership had tried through the courts to block the introduction of such deals. The other pits voted in favour of such schemes last week.

Apartheid critic shot

Dr Richard Turner, an outspoken critic of apartheid until he was placed under a government banning order in 1973, was shot dead in front of his daughters at his Durban home. He was killed by a single shot fired through the window. Page 5

Rail fares: A Labour MP has called for tax relief for rail commuters after the introduction of the latest fare rises. 2

Future of TV: The White Paper on broadcasting is likely to reflect pressure to give newcomers a chance to improve regional coverage of commercial television. 4

France: M. Barre, the Prime Minister, launches the Government coalition's election programme with promises of tax freeze and bigger pensions. 4

Brazil: General Geisel's nominee as his successor to the presidency gives pledge of a return to democracy. 5

Leader page 13

Letters: On dilemmas of modern medicine from Mr Ian Kennedy and Mrs Claire Tomlin; and on university studies from Mr P. Ward and Mr David Holbrook. Leading articles: Racial incitement; Fair terms for firemen. Features, pages 8 and 12

Paul Wilkinson on how to beat the hijack menace; Eric Moonman describes how food aid is diverted from starving Ghanaians; Peter Hennessy presents a profile of Lord Allen.

Arts, page 9
Georgina Batterscombe reviews *Lady Unknown*, by Edna Healey; Michael Church on weekend television; Joan Chissell on Peter Pears and Murray Perahia at Wigmore Hall; Tring Wardle on *A Bed of Roses* (Bush Theatre). Obituary, page 14

Sir Hector MacLennan; Miss Ella Warren. Sport, pages 6-8

Cricketer: India build on advantage over Australia in fourth Test match; Rugby Union: Irish team for Murrayfield; Football: Only one non-League club in today's FA Cup draw; Tennis: Austria beat Britain in King's Cup.

Business News, pages 15-20
Financial Editor: Basic rate comparison—one month later; Hyde guidelines: Lessons for the market.

Business feature: Britain's trade imbalance with Japan is examined by Michael Meacher, Parliamentary Under-Secretary of State for Trade. Hugh Stephenson: Stark choices for British Leyland. Business management: The Lockheed aircraft company's recovery from its troubles is described by Frank Vogl. Business Diary: A new director for the EEC consumer protection service.

Fog delays air passengers

Hundreds of airline passengers were delayed by thick fog at Heathrow, London, early yesterday. Overcast frost, combined with fog, made roads dangerous throughout much of Britain and there were several accidents. Forecast, page 2

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HOME NEWS

Man in the news: Out of the Hongkong frying pan into Northern Ireland fire

Testing time for BBC controller in Ulster

From Christopher Walker Belfast

Mr James Hawthorne, a former mathematics teacher, educational broadcaster and director of radio and television in Hongkong, takes over as BBC controller in Northern Ireland with an unusual string of qualifications and a strong determination to resist political pressure.

After a week in a job generally regarded as one of the most testing in the corporation, he has not lost the relaxed manner and sense of humour for which he was noted before leaving his native Belfast seven years ago.

"I have lived with pressure almost every day since then," he said yesterday. "Although the right of the broadcaster is theoretically upheld in Hongkong, it is constantly being challenged at almost every level of society."

His appointment comes at a time when the BBC's attitude towards reporting events in Ulster is again under attack from Conservative and Labour



Mr Hawthorne: "Used to living with pressure."

more interviews with IRA men were permitted.

The latest upset was caused last month by a *Tonight* documentary which, during an extended analysis of the IRA's decline, included interviews with some leading figures in the organisation. It came in the wake of a long and bitter series of public disagreements between broadcasters and Mr Mason, Secretary of State for Northern Ireland.

One of Mr Hawthorne's first tasks was to digest the mass of paperwork arising from the programme (which he will see for the first time on videotape later this month).

"Having seen the correspondence, I have a hunch that I would have done just the same," he said. "The public has certain expectations from politicians, others from civil servants, and from a public service broadcasting organisation the prime expectation is that we will do our best to tell people what is happening."

Describing himself as "a tribal Protestant," Mr Hawthorne is one of those rare

Ulstermen who are equally at home on either side of the Irish border (his wife is a former all-Ireland folk-dancing champion). Outside work he combines a passion for fishing with a private interest in theology.

Now aged 47, he moved from teaching to the BBC in 1960 to set up educational broadcasting in Northern Ireland. The move to Hongkong to start the colony's television service came almost at the outbreak of the present Ulster crisis early in 1970.

Promotion to director of broadcasting brought him into regular contact with government ministers. "Unlike Britain, there was no board of governors and the buck stopped with me," he said.

He is conscious of having missed the many confrontations between the BBC and successive governments that have marked coverage of Ulster over the past eight years. "I feel as though I am joining the race on about the tenth lap," he told me. "But it still has a long way to go."

Comment on an Eton review 'gross travesty'

Comment in the *Daily Express* on an Eton College music review was a grossly inaccurate travesty, the Press Council says in an adjudication issued today.

It upheld a complaint by Mr David Anderson, editor of the *Eton College Chronicle*, that an item in the William Hickey column was a blatant misrepresentation of the review published in the school newspaper about a jazz concert given by Humphrey Lyttelton and his band.

The school newspaper devoted almost a full page to the Lyttelton concert and said there was little doubt it ranked among the most exciting forms of contemporary music.

The review described how "the sea of Etonians" rose to its feet to demand an encore. The final comment was that the concert "in general may be considered one of the biggest successes School Hall has seen for years".

The William Hickey column, commenting on the review, said Mr Lyttelton had received a



Part of John Opie's "The Murder of Becket in Canterbury Cathedral", which has been acquired by Canterbury city museums.

Commercial TV newcomers may gain better coverage

By Kenneth Gossling

Pressure to give newcomers a chance to improve the regional coverage of commercial television is likely to be reflected in the Government's White Paper on the future of broadcasting. It is expected to be published late next month or early in March.

It is 10 years since the Independent Broadcasting Authority (IBA) last reallocated franchises by bringing in Yorkshire Television to make up the so-called "big five" companies, which also include Thames, London Weekend, ATV, the Midlands company, and Granada in Manchester.

There has been intensive lobbying of MPs in favour of establishing an East Midlands station, which would mean the breakup of the Midlands region under ATV, a company which could find its franchise in danger. In the 1968 reshuffle Rediffusion and TVW (Wales and West) lost their franchises.

Grampian, covering north-east Scotland, has been given a part of Scottish Television's region. The ATV company is

A twentieth of land vacant in metropolitan areas

By Our Planning Reporter

About a twentieth of all land in the metropolitan areas of Britain is vacant, according to a survey published in the January issue of *The Planner*, the journal of the Royal Town Planning Institute.

The figures cover the six English metropolitan counties, Greater London, and Strathclyde in Scotland. They include 0.70 per cent in Strathclyde, 5.79 per cent in South Yorkshire and 5.80 per cent in Merseyside.

However, the figure for Strathclyde is unrealistic, as the county covers a huge area, most of it rural. A better indication is provided by the statistics for the inner cities, which show vacancy rates of 11.93 per cent in Glasgow, 10.26 per cent in Liverpool, 7.26 per cent in Birmingham and 5.58 per cent in London.

The survey adds that in the inner east end of Glasgow, "probably the worst area of urban decay in the country", land vacancy is about 20 per cent. In some east London boroughs it is more than 10 per cent.

In the principal cities, demolition sites account for less than a quarter of vacant land, the survey says. The rest consists of waste land, either officially classified as derelict or merely neglected.

Ownership appears to be split fairly evenly between the public and private sector, although more than half the "private" land may be owned by statutory undertakers.

The author, Mr John Burrows, who is working on the Glasgow eastern area renewal project, suggests that, where land prices are a deterrent to development, income from land tax should be used to finance the clearance and preparation of sites.

Regular reviews should be carried out and yearly press statements issued giving reasons why important sites have remained vacant.

Hidden danger of bovine blood cancer best met by policy of exclusion

By our Veterinary Correspondent

Enzootic bovine leukaemia (EBL), which may be loosely described as an infectious blood cancer of cattle and for which there is no known cure, became a notifiable disease in Britain on December 1, 1977. A single virus is believed to be the cause and the main signs of the disease are multiple tumours and a high number of lymphocyte cells in the blood, associated with chronic ill health, anaemia and weakness. Anyone suspecting the disease in either living cattle or in carcasses must notify the police or the local authority veterinary officer.

Non-infectious bovine leukaemia already occurs in Britain but fortunately the tests for the infectious form seem to be highly specific. There should be little difficulty therefore in clearing the sporadic cases of non-infectious leukaemia, which will now be routinely reported. Most of those inevitable false alarms will arise at routine carcass inspection in slaughterhouses and, from existing data, should be about a thousand possible cases a year.

It is believed that the infectious form of the disease has not yet occurred in Britain but outbreaks of EBL have been described in East and West Germany, France, Holland, Denmark, Switzerland, Sweden, Finland, the Soviet Union, Turkey, Israel, India, Australia and the United States.

The worldwide distribution of the disease is the risk associated with cattle imports. In West Germany, Holland and Denmark, where official eradication schemes were set up, Denmark is the only

MP criticizes BR pension funds

Mr Norman Fowler, Conservative MP for Sutton Coldfield and Opposition spokesman on transport, yesterday asked for a government statement on the way in which British Rail pension funds are invested in works of art.

He said that funds provided substantially by the taxpayer were being used to help buy works of art that would probably later be exported from Britain.

Call for school governors at 15

A change in the law to enable pupils aged 15 to serve as secondary school governors is called for in the January edition of *Where*, the education magazine for parents published by the Advisory Centre for Education (ACE) Ltd.

Ace puts forward 15 rather than 16 years because it believes that the interests of early leavers are often different from those of pupils staying at school until they are 16 or 19.

Car racing pupil hurt

Michael Thomas, aged 23, of Byfield Road, Weybridge, Surrey, suffered serious head injuries yesterday while he was practising at Goodwood Motor Racing School, near Chichester. His car hit a vehicle parked beside the track.

WEST EUROPE

French Premier launches election programme with promises of tax freeze and bigger pensions

From Charles Hargrove Blois, Jan 8

M. Barre, the Prime Minister, yesterday set out the Government's objectives for the next five years and so launched the programme on which it will fight the parliamentary elections in March.

Addressing a mass meeting at Blois, a town that is geographically, politically and emotionally at the centre of France, he outlined 20 different measures to be adopted if the Government retains its majority.

They included a moratorium on tax increases for two years, but a possible wealth tax; bigger family allowances and old age pensions; an extension of pregnancy leave; doubling the number of telephones in five years; shorter hours for workers in heavy industry; holidays for all children and adolescents; and 10,000 more police to ensure the citizen's security.

He also mentioned more far-reaching reforms such as the strengthening of the rights of citizens against the bureaucracy; the appointment of an "Ombudsman" in all departments; the participation of workers in the running of large firms; and special measures for the employment of young people.

"We choose reform, not upheaval; evolution, not revolution," the Prime Minister told the crowd of 7,000 who had packed into a vast circus tent to hear him. The Government's objectives, he said, had been selected in such a way that, spread over five years, their

cost could be borne without harm by the economy.

The cost has not yet been revealed, but according to reliable sources, it amounts over five years to what the common programme of the left would cost the country in one year.

The choice of Blois for the meeting was not fortuitous. This town of 45,000 inhabitants, on the Loire, is symbolic of the "deep France" of the grassroots and the provinces which has a special appeal for M. Barre.

"We wanted a medium-sized town, characteristic of France, with an historic past, located at the heart of the country," he said in an interview, "with the local newspaper, *Le Centre*. It is a region of moderation."

It was a well-behaved crowd. There was no wild cheering or shouting, no chanting of slogans. Characteristically the passage in his speech which got almost the biggest hand dealt with restrictions on the broadcasting of scenes of violence on television at peak viewing times. Here was indeed a gathering of the "deep France" close to his heart.

The crowd had been regaled for more than an hour with stately pieces of classical music played out by loudspeakers when M. Barre arrived, like a conquering hero, having driven over with all the ministers from Rambouillet, where they had spent two days with President Giscard d'Estaing putting the finishing touches to the Government's programme.

There was something dis-

tinctly Gaullist in the way the ministers all sat like schoolboys in two tiers on the left of the stage draped in blue, while the Prime Minister spoke from a towering rostrum from the right of it.

His speech was a eulogy of political and especially economic liberalism, with distinctly Gaullist strains, spoken in a sober, unemotional, academic tone, but determined and decisive in content.

He launched into a vigorous attack on the opposition parties. How could they govern together, he asked, when they disagreed on essentials and never ceased to accuse one another of treason? All they proposed was "economic adventure and political powerlessness."

The Gaullist strain came in his emphasis on the need for a national design, in his appeal to Frenchmen and women to unite beyond their legitimate differences in a change of attitude, understanding, and confidence in themselves and France.

"I never hid the truth from you," he declared. "I never promised anything that was illusory. I never concealed the fact that in the implacable world in which we live, there is no other law but effort."

But I have faith. You are not a decadent or tired people. You are a people who have in 20 years transformed France and today vigorously carry through change for progress amid the worst possible difficulties.

Widening split puts left poll pact in doubt

From Our Own Correspondent Paris, Jan 8

The breach between French Socialists and Communists widened this weekend.

A special national conference called by the Communist Party to determine its electoral strategy not only dashed the lingering hope of the two parties agreeing on a patched-up Common Programme, but also cast grave doubts on the possibility of their reaching a purely electoral arrangement to help each other's candidates in the run off ballot of the March elections.

The Communists, it was made clear, would not in any case decide their strategy until the very last moment, i.e. the evening of the first ballot.

M. Georges Marchais, the Communist Party leader, told the conference that the essential problem was the number of votes the Communist Party polled in the first ballot on March 12.

"Why try to tackle the problem differently?" he asked. "Why try to settle the question of the second ballot, before that of the first. To do so would be to abandon the struggle for the future, and cross out at a stroke of the pen the possibility of the change we want."

The Socialists have been pressing the Communists ever since the breakdown of talks on the opening of the Common Programme last September to agree at least on the withdrawal of the candidate of the left less well placed to win in the second ballot in order not to split the opposition vote.

Violence spreads in Rome after killings

Rome, Jan 8.—A right-wing youth remained in critical condition today as violence spread through the city in revenge for his shooting and the assassination of two of his companions.

Eighteen states will sign Monte Carlo pact

Rivals on land bury differences to bale out Mediterranean

From Ian Murray Paris, Jan 8

The first concerted international effort to clean up the Mediterranean will almost certainly be agreed on during the week-long conference of 18 countries which begins in Monte Carlo in the morning. Two years of preparatory work has already been done by delegates from these countries, all with a Mediterranean coastline. A great deal of scientific research has been undertaken and coordinated by the United Nations Environmental Programme (Unep).

Nations long in dispute, such as Morocco and Algeria, Turkey and Greece and Israel and Lebanon, will be signing a peace treaty in the agreement. If one or two are not represented it will be merely for domestic reasons. The chances are that they will certainly sign before long.

Something like 120 cities along the coast of the Mediterranean and 90 per cent of it is untraced. Factories far inland producing every possible combination of poisonous matter simply tip their waste into the sea. The sea is so polluted that it carries the pollution out to sea. For years ships have cleaned their crude oil tanks out at sea.

The Mediterranean has only a minute time so that it takes something like a century for the Atlantic to be in through the Pillars of Hercules and completely change the water. The main rivers feeding the

sea, like the Rhone, Po and Nile, are so polluted that their waters merely add to the pollution.

Scientists have calculated that one swimmer in seven can be sure to pick up a virus infection. In 1973 a cholera outbreak in the Bay of Naples killed 22 people. The level of bacteria in fish is so high that Adriatic fishermen have been found to have retained enough of it in their bodies to kill a cat. Researchers say that eating 5lb of Mediterranean-caught fish a week is a sure way to commit suicide—although it will take about 20 years.

Stringent controls on pollution by oil spillage and dumping from tankers and aircraft were quickly agreed at a conference in Barcelona. A meeting headquarters on the Maltese island of Manoia has been functioning since the end of 1976.

Land-based pollution is the main problem now. The countries involved agreed that something had to be done to stop the dumping of heavy metals, chemicals and pesticides and that sewage treatment plants were essential everywhere.

They agreed on a "black list" of substances such as mercury and radioactive waste that should never be placed in the sea and a "grey list" of chemicals such as arsenic and cyanide which could be dumped only under special licence.

But the cost of implementing this Mediterranean Action Plan was prohibitive. An estimated £2,800m, or equivalent to around £4 a head for every citizen of every country involved.

Blaming the richer countries for causing most of the pollution, the poorer nations felt they should contribute less. The negotiations developed into something of a north-south dialogue.

After another conference in Athens a year ago, a chain of 77 laboratories was set up in 14 of the countries, each sponsored by the individual country under Unep guidance so that there could be no argument about the findings.

In July, scientists from most of the countries met in Monte Carlo to look at the results from the laboratories and agree what the findings meant. In October the legal and technical experts met in Venice and agreed on the principles of the draft treaty which will be discussed in Monte Carlo over the coming week.

"At the best it will be 20 years before the plan is in force and even then permitted pollution will still be going on."

The Mediterranean is the world's most polluted sea, and unless the plan works the likelihood is that the tourists will outnumber the fish in five years' time. Small wonder, therefore, that traditional rival countries are burying their differences in facing this common danger to their livelihoods.

E Germany's 'two dozen ruling families' attacked

From Greta Spitzer Berlin, Jan 8

A crushing verdict on the East German regime is made in a further instalment of the manifesto allegedly drawn up by an opposition group called "Reformation of Democratic Communism," which appears in the new edition of *Der Spiegel*, the West German magazine.

It comments: "No ruling class in Germany ever spouted such a mixture of lies and self-interest against the people the way those two dozen families who use our country as a self-service shop. None had such excessive golden ghettos built for itself in the forest, guarded like fortresses."

"None has so corrupted and enriched itself so shamelessly in special shops and by private imports from the West, by tin models, bonuses and special clinics, pensions and gifts like this case."

Specific allegations against Herr Erich Honecker, the East German leader, include securing three decorations for his family, equipping the houses of his relatives "from cellar to roof with the most modern Western comfort" and providing positions of influence for

his brother-in-law, his wife and father-in-law.

It also says East Germany is governed arbitrarily and asks when the Politburo will be punished for its trade in human beings, claiming that 10,000 (£12,500) is demanded for freeing critics of the regime.

It says the clique of party and Government leaders has done more damage to the socialist idea in Germany and Europe than all the "propaganda of the enemy."

East Germany has refused to allow a new correspondent of *Der Spiegel* into East Berlin.

Der Spiegel is still withholding information on the authors of the "manifesto". At first it said they came from lower and middle-level officials of the East German party. It now says that they hold various honorary positions within the party.

Press photographer sought after Basque bombing

From Harry Debelius Madrid, Jan 8

A Basque newspaper photographer was the object of a widespread manhunt today after Basque terrorists attacked three police stations in northern Spain in less than six hours.

Police are said to be "greatly concerned" about the latest outbreak of violence by the separatist organization ETA (Basque Homeland and Liberty), which has about a ton of explosives in two hijackings in the Basque country at the end of last month.

The last communiqué of the extremist movement, issued shortly after the explosives were stolen, promised increased violence and hinted that police would be prime targets.

"Until the repressive forces of the civil guard, the security police and the general police corps are withdrawn from the

territory of Euzkadi (the Basque country), ETA will continue its armed actions, and will increase them at all levels," it stated.

Señor Josechu Zaldua, the sought newspaper photographer, is suspected, according to a statement issued yesterday by the Province of Guipuzcoa, of taking part in a foiled bomb attack on a police station in Pamplona early yesterday morning.

In the incident, police wounded and captured one suspected ETA activist in a gun fight and managed to defuse a bomb which had been left in a dustbin outside the police station.

The same morning, ETA also blew up a police car in the industrial town of Eibar, slightly injuring two policemen, and machine-gunned a Civil Guard barracks in the coastal town of Ondarroa.

Tower on fire

Paris, Jan 8.—The Eiffel Tower was on fire yesterday after an electrical fault had set the second floor ablaze.

Communists accept Spanish monarchy

From Our Correspondent Madrid, Jan 8

The tenth congress of the Spanish Communist Workers' Party (PCOE) ended here today with the resignation of Senator Enrique Lister as Secretary General.

Senator Lister, who considers the Eurocommunist leader of the Spanish Communist Party, Senator Santiago Carrillo, apostate, told the PCOE party congress that Senator Carrillo is really a "Euro-opportunist" and a social democrat in disguise.

Ignoring the attacks, the Spanish Communist Party this weekend announced that it will not oppose the definition of the Spanish state as a monarchy in the draft constitution soon to be voted on by Parliament.

Political rifts hinder Soares efforts

From Our Correspondent Lisbon, Jan 8

Dr Mario Soares, the outgoing Socialist Prime Minister, appointed by President Eanes to attempt to form a new government, has until tomorrow to complete his task.

In four weeks of negotiations he was trying to find a platform of agreement with the Social Democrats, Christian Democrats and Communists. The need for a majority government has been pointed out by both the President and the Opposition.

The public has become increasingly aware of a lack of any attempt towards national unity in spite of the economic and social crisis. Politics seem to prevail above national unity.

Rifts have been reported within the Social Democrats and Christian Democrats, where right-wing elements are at loggerheads with radicals.

One point of agreement between Social Democrats and Christian Democrats is their refusal to negotiate with the Communists, who display a

VERSEAS

Opponent of apartheid killed by gunman in front of his daughters

Our Correspondent
Nesburg, Jan 8
Richard Turner, aged 40, a lecturer who was an outspoken critic of apartheid, was killed in a shooting in Durban last night. He was with his two daughters, aged 13 and 14, when he was shot.

Turner was a former political science lecturer at the University of Natal. His murder fits the pattern of similar killings against people who were active in the anti-apartheid struggle.

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Search for killers of white farmer's family

Frederick Cleary, 40, was shot dead yesterday after his family was attacked in the Norton farming area, about 30 miles west of Durban.

His wife and two daughters, aged 13 and 14, were also injured. The attack was carried out by a group of about 10 men, some of whom were armed with shotguns.

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Callaghan soft line on Indian reactors

From Richard Wigg
Agra, Jan 8

Mr Callaghan, after broaching the vital but highly sensitive problem of nuclear safeguards to prevent proliferation with Mr Desai, the Indian Prime Minister, went today to see the Taj Mahal and watched Indian classical dancing girls in the abandoned Mogul capital city of Fatehpur, near here.

India's reluctance to accept more nuclear safeguards, which caused Mr Desai to disagree with President Carter when he was in Delhi last week, evidently led the British Prime Minister to play his hand carefully when he met Mr Desai for 90 minutes yesterday.

The subject was not even raised when the two sides met later for plenary talks. The British evidently accept that India for prestige reasons could not sign the non-proliferation treaty today any more than in the past.

Mr Callaghan has to be wary. For any impression that he is "leaning" on Mr Desai is likely to rebound. The Janata Government has to take account of national sentiment against the nuclear powers, the "vertical proliferators" as they are known here because they increase stocks and put pressure on those who have no such arms and have renounced them, to some kind of rogue elephant to be lured into a pit as one official put it to me just before the Callaghan visit.

On the face of it, it is difficult to see how a formula could be devised which would satisfy the conflicting interests without the prestige issue resurfacing.

Mr Callaghan will have a chance to sound out Mr Desai on his reactions in the two remaining days, including Tuesday in Gujarat when the Indian Prime Minister will accompany him.

Today the British Prime Minister gave himself eagerly to a day of Indian history and culture. It was not his first visit to the Taj but the VIP treatment accorded the official party, and even British and Indian journalists allowed one of the world's most beautiful buildings to be enjoyed amid a serenity which modern tourism from the rich West is now making increasingly elusive.

Mr Callaghan posed with the Taj as backdrop for British television, and had ready an appropriate quotation. But he was somewhat less formal when photographers insisted he should sit with Mrs Callaghan for the family photo on a marble bench overlooking the gardens before the mausoleum. "You photographers hurry up. My bottom is getting cold," he told them.

The Prime Minister watched the Indian classical dances to the sound of the Sitar, Tabla and harmonium at Fatehpur, the "citadel of victory" built and then abandoned by the Emperor Akbar. A buffet lunch followed. In the afternoon Mr Callaghan went by an Indian Air Force helicopter to the Bharatpur bird sanctuary.

As a gesture to help the Janata Government's new emphasis on rural development

and as a means of spending more British aid to India, Britain is to provide fertilizer worth £30m over three years for sale in 100 "adopted" poor villages in 10 Indian states. It was announced after yesterday's talks. This will follow two pilot schemes already in action, with the proceeds of the sale of fertilizers going to finance a scheme to modernize the villages or buy agricultural equipment.

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Time for Mr Callaghan to take a look at the splendours of the Taj Mahal.

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Thousands join funeral march for PLO envoy

Beirut, Jan 8.—The Palestine Liberation Organization (PLO) held a memorial procession in driving rain and hail today for Saeed Hammami, its murdered London representative.

Mr Hammami's coffin, draped in the PLO flag, moved slowly through the Palestinian and Muslim suburb of Tarik al-Jadid in south Beirut on the back of a flower-decked lorry.

Whitehelmeted PLO guards stood in attention beside the coffin. Mr Yasser Arafat, the PLO chairman and a close friend of Mr Hammami, walked behind the coffin arm-in-arm with the dead man's widow.

With them were other members of the PLO executive committee. In a eulogy, Mr Arafat accused the United States of "instigating the treacherous hand" that assassinated Mr Hammami. "The Zionist-imperialist hired hand who assassinated Hammami was instructed by the United States," he said.

Yesterday Mr Salah Khalaf, Mr Arafat's chief aide, indicated that the PLO suspected either Iraqi or Syrian-backed Palestinian dissidents of the killing.

Initially, up to 5,000 people joined in the procession, but the fierce rain quickly cut the crowd to less than 1,000. Afterwards, the body was flown to Amman for a family burial.—AP and UPI.

Edward Mortimer writes: Among the mourners at a funeral service at Regent's Park mosque on Saturday, was Dr Issam Sartawi, the key figure in the PLO's unofficial

diplomacy over the past two years, particularly in contacts with moderate Israelis. Dr Sartawi, like Mr Hammami himself, has been repeatedly attacked by "rejectionist" Palestinians because of these contacts and because of his advocacy of compromise solutions involving coexistence with Israel.

Indeed, in recent weeks, he has been the object of more public opprobrium than Mr Hammami because, on December 12 in a lecture in Vienna, he expressed admiration for President Sadat's peace initiative. After this, 134 members of the Palestine National Council signed a letter demanding his expulsion. But Mr Arafat is believed to have intervened to defend Dr Sartawi's right to express his opinion.

If, as is widely believed, Mr Hammami was the victim of a rejectionist group, then Dr Sartawi's life too is implicitly threatened.

Besides Dr Sartawi, the funeral service was attended by the four-man official PLO delegation, three of whom returned to Beirut with the body while the other, Mr Nabil Ramlawi, is remaining to take over Mr Hammami's work.

Also present were more than 400 Arabs resident in London, including most of the ambassadors and a number of British friends. At least three Israelis were present: Mr Dan Gillon, director of the American Jewish organization B'nai B'rith, and Mr and Mrs Moshe Machover, members of the Israeli Marxist group called Matzpen.

Continued from page 1
That committee, headed by Mr Moshe Dayan, the Israeli Foreign Minister, and Mr Ibrahim Kamal, the Egyptian Foreign Minister, is due to meet in Jerusalem next Sunday. However, the military committee, which was to have met in Cairo on January 15, will now meet on Wednesday. The earlier date was requested by the Egyptians.

The Cabinet's decision on the Sinai settlements was taken by a majority since the ministers representing the Democratic Movement for Change oppose the expansion of the existing ones.

David Watts writes from Cairo: The Egyptian Foreign Ministry reported that Israel's decision to set up more Sinai settlements as a grave violation of international law and a continued defiance of world opinion which cast doubt on Israel's sincerity in seeking peace.

Officials said that Israel appeared to be trying to "squeeze" Mr Sadat in retaliation for the closer relations between Washington and Cairo. Transition period offer: President Sadat, who returned last night from a visit to Sudan, said in Aswan today that he would accept a five-year transition period leading to self-determination for the Palestinians.

He was commenting on a suggestion by President Carter for an interim solution to the Palestinian problem by creating a joint administration for the Israeli-occupied West Bank and Gaza Strip.

Mr Sadat's visit to Khartoum was his first outside Egypt since his historic trip to Israel on November 19. Tomorrow he sees the Shah of Iran.—Reuters.

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Soviet arms 'on way to Syrians'

Damascus, Jan 8.—A big consignment of Soviet weapons, including aircraft, tanks and a new type of defence missile, is expected to arrive in Syria this month, informed diplomatic sources said today.

The missiles, which have not been seen in the Middle East before, are an advanced version of the Sam 6 which was used with devastating effect against Israeli aircraft in the 1973 Arab-Israeli war.

The sources added that the arms build-up was likely to include about 12 Mig-23 fighter-bombers and an unknown quantity of T62 main battle tanks.

Military experts said the new missiles, which have an improved guidance system, would seriously hamper Israel's ability to carry out air attacks against the Syrian Golan Heights and South Lebanon.

The sources said the Soviet Union had approved the sale of the new weapons to strengthen Syria's defences following Egypt's peace initiative with Israel.

"With Egypt apparently dropping out of the confrontation, Syria feels dangerously exposed to any military threat

1

SPORT

Racing

Shifting Gold has National glitter

By Michael Phillips
Racing Correspondent

Plans for the six horses who dominate the long-range betting on this year's Cheltenham Gold Cup have now taken shape. A talk with Fred Winter at Sandown Park on Saturday left me in no doubt that he favours the Champion Steeplechase at Newbury on February 11 as the only race that the current favourite, Midnight Court, will have before Cheltenham. "And if Bachelors' Ball is in it too," Winter went on, "that really will put the cat amongst the pigeons, won't it?"

What is fascinating is that Peter Cundell is taking precisely the same line as Winter as far as Bachelors' Ball is concerned. When I told him of Winter's intention yesterday, he assured me that he would not be frightened away and that, weather permitting, his winner of the Moyock and Halesbury Gold Cups and the King George VI Steeplechase, would be in the line-up at Newbury regardless of whether Midnight Court was there too.

The thought of that clash before Cheltenham—have five weeks to get over it before the big race—is made all the more savoury now by the knowledge that the handicapper has just given them the same weight in the William Hill Yorkshire Handicap Steeplechase at Doncaster on January 28. With 12st 11lb apiece, they have been set to receive 3lb from Fort Devon, which would seem to make mockery of Ladbrokes' latest price list which reads 4-1 Midnight Court, 6-1 Fort Devon, 8-1 Bachelors' Ball, Royal Frolic, 12-1 Uncle Bing and Brown Lad.

As Fort Devon will only resume campaigning on the Downs after Lambourn this week, having been laid off with a severe bruise to the fore, the Doncaster race will obviously come much too soon for him. He is much more likely to

wait for a race at either Wincanton or Kempton Park towards the end of February.

Although Fort Devon was placed again last Monday, his exercise last week was restricted to cantering in a paddock near his stables. However, he is continuing to please his trainer, Fulke Walwyn, who is more convinced than ever that his horse is the rightful favourite for this year's epic.

One horse who will definitely take up the Doncaster option is Uncle Bing. Rather than doing battle with Royal Frolic over only two and a half miles in the Pinat Steeplechase at Newcastle near Saturday, his path to Cheltenham will now take him to the Yorkshire Steeplechase at Windsor. Yesterday his trainer, Richard Head, told me that he favoured the Doncaster race initially because it comes at the right time and is run over the right distance if your sights are set on the Gold Cup.

Gowran Park's Thistles Steeplechase (January 19) and the Harold Clarke Steeplechase at Leopardstown three weeks later ought to tell us whether or not Brown Lad is still a force to be reckoned with or whether he is really on the wane, which was the impression I had when he gave up at Kempton Park on Boxing Day.

Saturday was a good day for that polished horseman, Michael Dickinson, in more ways than one. While he was at Haydock Park busy winning the valuable Tote Northern Steeplechase for his father on Gay Spurtan, Shifting Gold, the horse that he has already been asked to ride in this year's Grand National, was winning the Anthony Meadows, Peter Casale Memorial Steeplechase at Sandown Park.

I cannot comment on Gay Spurtan's performance because I was at Sandown and could not see it even on television simply because

his race started at the same time as our feature. But I must admit to being obsessed with Shifting Gold as an alternative to Ladbrokes' favourite. I was not remotely surprised to hear after his victory that Hills and Ladbrokes had cut his price for the National to 20-1 from 33-1.

Indeed, I will not be surprised if he starts at shorter odds on the day, even though the weights have still to be published. Inevitably some will say that Shifting Gold has nothing on Saturday, but it has not so much as the actually did, but the way that he did it that impressed me. Shifting Gold's jumping of the notoriously difficult Sandown fences was a joy to watch, and of perfect dress rehearsal for Aintree as there could be.

It takes quite a lot for a horse to lead more or less from start to finish, and still win over three miles five furlongs at Sandown, but that is what he did, and he did it by 10 lengths. It was a dream beginning to the career of his young trainer, Kim Bailey, who only took out a licence to train on January 1. Bailey had spent the previous five years preparing for the day when he was to take over the reins at his father's stable at Brackley in Northamptonshire, by working for Fred Rimell and Tim Forster. He could not have been a more successful pupil. Typically they were amongst the first of many to congratulate him on his first triumph.

Mr and Mrs Jack Russell, the proud owners of Shifting Gold, have had horses in training with the Baileys for 14 years, and this was their twenty-seventh winner. After all the excitement had died down, Bailey told me that Shifting Gold would now have a short rest and then just one more race before the National.

On a day that their pupil stole the limelight, it was appropriate that Bailey's performance should also sample the sweet taste of success. Rimell duly won the

Tolworth Hurdle with Western Rose, but not in the manner he expected to. For a long time it had looked as though the gelding might have slipped his field. Then when that scare had died down, Western Rose appeared to be in danger of being beaten by Gravelandrum.

Eventually, with only a beard-fought, half-length, but he scrambled home in front of Fred Winter's five-year-old, who was giving him weight. Western Rose's claim was now set on the Sun Alliance Hurdle at Cheltenham, but Gravelandrum is more likely to miss the National Hunt Festival and go instead to Chesham for the Panama Club Hurdle final where he could be one of his opponents.

On Saturday Belfalas qualified for that race by winning the best at Sandown. Belfalas was trained at the first by Dick Horn and when he suggested that a spell of hardening would do the horse good, he said to Forster: "You can have him until Christmas, and then I want him back, but I don't just want the skin back!" As things turned out, Belfalas was prevented from running until Saturday by a cold, but now that he has shown his mettle under National Hunt rules, Forster is understandably hopeful that the Major will allow him to chase on Belfalas until the end of the year.

Sedgefield inspection

There will be an inspection at Sedgefield at 7.30 this morning. Kit Egerton, Clerk of the Course, says: "We have had freezing fog all night and there is frost in the ground but the stewards will inspect. If the frost comes out the going will be good."

State of going (official): Leicester: Steeplechase, Good. Hurdle, Good. Flat, Good. Sandown: Steeplechase, Good. Hurdle, Good. Flat, Good. Farnham: Steeplechase, Good. Hurdle, Good. Flat, Good.

Leicester programme

12.45 NOMAD HURDLE (Div I: Novices: £614: 3m)			
000314	Indian Star, P. F. White, 8-11-12	J. P. F. White	8-11-12
000315	Indian Star, P. F. White, 8-11-12	J. P. F. White	8-11-12
000316	Indian Star, P. F. White, 8-11-12	J. P. F. White	8-11-12
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000320	Indian Star, P. F. White, 8-11-12	J. P. F. White	8-11-12
000321	Indian Star, P. F. White, 8-11-12	J. P. F. White	8-11-12
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000329	Indian Star, P. F. White, 8-11-12	J. P. F. White	8-11-12
000330	Indian Star, P. F. White, 8-11-12	J. P. F. White	8-11-12
000331	Indian Star, P. F. White, 8-11-12	J. P. F. White	8-11-12
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000400	Indian Star, P. F. White, 8-11-12	J. P. F. White	8-11-12

1.15 GOLDEN MILLER HURDLE (£2,607 : 2m)			
001	230-112	Border Fort (D), R. Turnell, 6-11-12	A. Turnell
003	0-111	Netherton (D), M. H. Easlerby, 5-11-8	J. J. O'Neill
011	po	Saint Just, D. Jermy, 4-10-7	I. Garner
4-5 Border Fort, 11-10 Netherton, 20-1 Saint Just.			

**Institute of Oceanographic
Sciences**

The National Environment Research Council (NERC) provides approximately 80 per cent of the staff of the Institute of Oceanographic Sciences, which will become vacant. The post is based at Godalming, Surrey, and is a full-time position. The Institute was created by the Council in 1973 by bringing together under a single Directorate three previously separate NERC marine research establishments: the Institute of Marine Biological Sciences at Plymouth, the Institute of Oceanography and Tides at Bidston (Liverpool), and the Unit of Coastal Sedimentation at Tunstun.

The work of the Institute covers the deep oceans, shelf seas and coastal and estuarine waters. Its research interests include: the physical and chemical aspects of waves and tides; the geology of the sea floor; sedimentology; chemistry; and the biology of the deep oceans, including the study of the effects of pollution on the vessels of the NERC research vessel fleet, especially RRS DISCOVERY.

The instrumentation of the Institute is the development of scientific equipment and instrumentation for marine research, and the Institute has well equipped laboratories and workshops for the design and construction of such equipment.

The annual expenditure of the Institute is at present £4.75m and receipts, mainly from research contracts undertaken for Government Departments and other

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For application forms, please write to:-
J. Hansford, Natural Environment Research Council,
Falcon House, Fleming Way, Swindon, SN1 2NG,
quoting reference E2/B1/39.

Closing date: 31 January 1978

**Natural Environment
Research Council**

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The dates will vary according to the needs of the Department.

Annual salaries (supernumeraries) are: Lecturer HK\$50,300,020-67,360, HK\$41,488 x 4,020,720-55,320 x 5, HK\$35,900,020-45,440 x 6, HK\$15,900,020-35,440 x 7 equals HK\$8.10 approx. Starting salary will depend on the needs of the Department.

References direct to the Registrar, Kenya University College, P.O. Box 5844, Nairobi, Kenya. Applicants resident in UK should send one copy of their application to the University Council, 50 "1, Tottenham Court Road, London W1P 0AD. Further particulars are available from either institutions and experienced lecturers. Further particulars and application forms may be obtained from the Association of Commonwealth Universities (AAU), 35 Gordon Square, London, WC1H 0PE or the Assistant Secretary (Recruitment), University of Hong Kong, Hong Kong.

Closing date for applications is 28 February, 1974.

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Further particulars from The Secretary, The University, Hyderabad, to which applications (2 copies) should be lodged by 10 February, 1978.

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For particulars from
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The University Court invites applications for the Well Chair of Education. The terms and conditions of appointment may be obtained from the undersigned, with whom the application form is to be given, giving the names and addresses of three referees, should be judged not later than 15th February, 1978. Please quote Reference No. 177.

Professor H. SIMMONS,
University of Edinburgh
CHAIR OF RESPIRATORY

Secretary to the University,
University of Edinburgh,
Old College, South Bridge,
Edinburgh EH8 8YL.

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9YL, with whom I would copy
of the specification should be
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College.—Phone 01-637 8803.

We have the means to beat the hijackers, all we need is the will

Fanatical gangs have learnt how to convert airliners into flying prisons of danger and fear. The danger is real enough. Since 1969 there have been over 400 attempted hijacks, involving approximately 25,000 passengers. In the same period there have been at least 75 cases of being fired or explosive devices detonated inside aircraft in flight or on the ground. The tragic loss of a hijacked Malaysian airliner with a hundred people on board is not the first such disaster.

In a 1973 Soviet hijacking the pilot and hijacker were killed and 100 passengers died in the ensuing crash. And in 1974 an Air Vietnam plane crashed killing all 71 passengers and crew after a hijacker reportedly exploded a hand grenade. Considering the obvious dangers of incapacitation of the pilot or damage to controls the miracle is that there have not been more hijack crashes. Many potential disasters have been averted by the skill and bravery of aircrew.

The identity of the hijackers of the crashed Malaysian Boeing is still a mystery. The Japanese Red Army may have been responsible, but the pilot did not positively identify the hijackers in his message to Kuala Lumpur. Any one of a variety of Malaysian terrorist groups could have been responsible. The fact is that there are now hundreds of tiny factions who find hijacking a cheap and easy means of publicity, springing jailed terrorists, gaining large ransoms and escaping to friendly states. They have been encouraged by events such as the Japanese Red Army's success at Dacca.

No serious student of the problem really believed that the superb Mogadishu rescue signified final victory over hijacking. It may well have marked a turning point in reducing West Germany's vulnerability. Terrorist groups are likely to think twice before inviting another Mogadishu-style retribution. (Note this section.) The Red Army Group's recent announcement that they will cease hijacking. The West Germans may now begin to reap the rewards of taking a firm line against terrorism.

Alas, however, the international battle against hijacking is still far from won. A hard-core of a dozen or so countries continues to back

international terrorism both ideologically and materially. There are still too many states which have consistently refused to adopt the Tokyo, Hague and Montreal Conventions, designed to establish a regime of international law to control hijacking. The true fact is that hijacks are likely to continue as long as some states give terrorists vital sanctuary and succour.

Pious resolutions, such as the recent United Nations appeal to states to cooperate and end the threat of air hijacking, are largely meaningless. This being so, what measures of proven value can be taken by those states that do genuinely want to protect the air traveller?

First there are preventive measures. Most important are improved airport security and search procedures designed to minimize the chances of a potential hijacker boarding an aircraft. In response to an unprecedented wave of hijack attempts on American aircraft between 1969-72 the United States authorities introduced, in 1973, 100 per cent baggage and body search procedures for every domestic and international flight originating from American airports.

This was an enormous operation in a country which has over 150 million airline passengers a year and over 14,000 domestic flights daily, but it soon proved its worth. Between 1968 and 1972 153 United States aircraft were hijacked and 85 of them were flown to Cuba. In the two years following the introduction of the new procedures there were only three hijack attempts on flights originating in the

United States—all of which failed. In 1973 alone 3,500 passengers were stopped and 2,000 guns, and 3,500lb of high explosives were confiscated. These extremely effective measures were usefully backed up by the United States-Cuba Missile Pact of 1973, which effectively closed down the American hijackers' favourite sanctuary.

Hijack attempts on flights originating in the United States had accounted for almost half the world total in 1971-72, so the success of these measures caused a dramatic improvement in the world hijack incidence rate. However, after a slight lull, hijack in Europe, the Middle East and Asia is now increasing at an alarming rate. Part of the reason for this has been the failure of many countries to introduce boarding-gate security even approaching the American standard. Smaller provincial airports in many parts of Europe are still gravely deficient in this respect, and increasingly hijackers are exploiting these loopholes. It was not an accident that the hijack team who captured a Lufthansa jet last October boarded it at Majorca, where security was notoriously lax.

A major problem, especially for poor Third World states, is the enormous expense involved, not only in buying the magnetometer search equipment but also in providing the trained manpower to operate it. One solution is to adopt the American (and now British) method of passing the costs on to airlines and passengers. I do not believe there will be any passenger resistance. We all

want to know that our journey will be as safe as possible, and it is an encouraging trend that some even protest loudly if boarding-gate searches are inadequate. Another possible means of financing proper search equipment for Third World states, where it is urgently needed, is for the ICAO to provide interest-free loans for this purpose. ICAO could also take over the training of airport security personnel on a regional basis.

However, it would be dangerous to assume that security measures are a panacea. Universal adoption of the American search system is in any case a long way off because of political and economic factors. Moreover, even 100 per cent searches can fail sometimes because of the human factor. Even a conscientious security man may fail to detect "plastic explosives hidden, perhaps, beneath a wig, in the heel of a shoe, or in a co-skinning. The ingenuity of terrorist quatermasters is truly diabolical. Some of Carlos's girl terrorists were once even equipped with incendiary Tampax! Nor must we forget the obvious danger of terrorists bribing ground staff to smuggle weapons on board an aircraft, or to cheat searches. On occasions hijackers have also been able to take advantage of strikes by airport staff to get weapons through, as happened at Athens in June, 1976.

An equally important preventive measure is top quality intelligence. It is by this means that missile attacks at several international airports were foiled. And Swedish intelligence recently prevented an

attack on an Opec meeting. But good national intelligence is not enough. The greatest need is for improved international coordination in intelligence, research and analysis. The European Community, in view of its obvious vulnerability to terrorism has been slow to develop a more permanent and efficient machinery for this purpose.

As long ago as 1974, I argued for a high-powered European anti-terrorism commission to carry out the tasks of intelligence, policy coordination, and assistance to governments. It is long overdue. However, the best preventive security and intelligence cannot stop the occasional hijacker getting through. Nor should we overlook the danger of terrorists obtaining a getaway plane as part of the ransom price in a wider operation, as happened at Vienna in December 1975. To meet such contingencies a really tough and effective counter-hijack strategy is vital.

Three valuable lessons can be drawn from the recent experience of governments confronted with hijack blackmail. First, it does not pay to surrender to hijacker demands. If governments hand over large ransoms and release imprisoned terrorists they put hundreds more lives at risk by making it more tempting for other terrorist groups to attempt hijacks. Experience also shows that "soft" governments become favourite targets. It is illusory to think that one can buy hijackers off, or that they will just go away. However, there are two

essential corollaries of the "no surrender" policy. First, governments must have available elite anti-terrorist commando squads, such as the GSG and SAS, trained to rescue hostages with minimum loss of life. Most European Community countries now have these military resources and Mogadishu provided a good example of successful bilateral cooperation to improve capabilities.

We now need to find ways of making such task forces available to less well endowed parts of the world. I suggest this could be organized under ICAO auspices on a regional basis. Each task force should also include experienced hijack negotiators, psychologists, and communications, surveillance and medical specialists. If such a task force had been available in March, 1976, the food situation was desperate. The Ghanaian Government is denying the existence of any famine, and it was not until late last year that they sought a small amount of multilateral aid from Unicef and later from the British and United States governments.

But even though food supplies are now available through the Agency for International Development, and the transport of food from the south to the north is going smoothly, thousands of people are still starving. But once the supplies reach the north, a staggering 55 per cent of the population is still in some areas, and the rice warehouses are empty. Due to a bad rice harvest, food prices have rocketed to five or six times their normal levels and only in the towns is food available in reasonable quantities.

The churches, which are best equipped to deal with food in the rural areas, have been receiving scant supplies, and those infrequently. They know that much of the food is going to the wrong people as a result of irregularities among district commissioners who are supplying it to friends, government workers and influential people in the community, such as bank managers. The Church is in disfavour because it reported the food shortages in the first place; it has evidence from hundreds of village leaders pleading for food for their poorest people, who cannot travel to the towns for help. The sick, the elderly, the blind and those suffering from leprosy and mental illness are worst hit.

Oxfam is heavily critical of the international organizations for failing to draw attention to the starvation in the north. "When one sees American relief purposes being carried off from a distribution centre in the boat of an expensive German car, one wonders to what extent the West is really interested."

The French Government is therefore already contemplating an independent cruise missile programme in order to maintain the long-term effectiveness of its force de frappe, and there are clear implications for West Germany in the fact that the cruise missile can be fitted with conventional instead of nuclear warheads. So far as this country is concerned this new, relatively cheap and very accurate nuclear weapon system offers those who still believe in Britain's independent nuclear deterrent the promise not only of powerful short-range missiles for tactical use in Europe but also of a strategic delivery system to replace Polaris.

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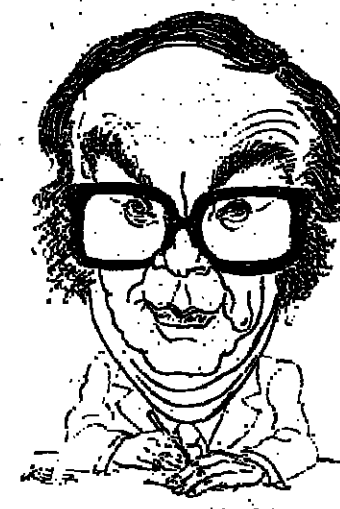
The postman was easy. He put a Christmas card in our mail box and, next day, we in our turn put a money-filled envelope there, which he returned with no difficulty. We have no milkman or dustman—our rubbish is whisked by giant vacuum in a remote part of the island. But there are numerous doormen and handymen, some of whom we know well and others hardly at all.

We took advice, but like most advice in New York, it was conflicting. Some said you should tip everyone, dishing out the equivalent of a month's rent. Since our rent is high, I preferred the alternative advice, to give modestly, and only to those with whom we dealt with any regularity.

The result was that we found ourselves skulking round the building at all hours during the days preceding Christmas, furtively bearing envelopes to dip to those we felt deserved them. Inevitably, we found them in the company of the under-servants, who scowled, ensuring that we shall get uniformly atrocious service during 1978.

Eric Moonman

Graft is taking the food out of Ghana's mouth



Ghana is a no-news nation. It escapes regular scrutiny by newspaper correspondents and international agencies because the media's attention is usually focused on a limited number of capital cities. Dates from the USA, Britain or the USSR will capture the attention of readers anywhere in the world, but away from the big power blocks few small countries, with the exception of Rhodesia and Israel, command attention. The Ghanaian are certainly not news.

Recent events in Ghana, however, make it essential that the world's attention should be turned in that direction, as the condition and livelihood of a vast number of these people are threatened by events beyond their control, though not, perhaps, beyond ours.

More precisely, Ghana's northern and upper regions, which produce most of the country's grain, have been parched since 1975 and once again in 1978 it looks as if the rains have failed. Despite this, and one relief agency says that even by March, 1978, the food situation was desperate. The Ghanaian Government is denying the existence of any famine, and it was not until late last year that they sought a small amount of multilateral aid from Unicef and later from the British and United States governments.

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One of the few luxuries New York needs but does not, so far as I know, enjoy, is a tipping counselling service. I should like to be able to hand over the whole grisly business to a professional, although since he would doubtless work on a percentage basis, he would have me over-giving.

The trouble is that, while you will certainly be made aware soon enough if you have tipped inadequately, nobody is going to tell you if you have given too much. So the norm escalates.

Then came New Year. We had originally planned to go to Times Square with a friend to mingle with the crowds, but somebody warned the friend that he would get mugged so, in panic, he fled the city for the evening.

Chana wishes their people to die of starvation, that is their sovereign right as a sovereign member of the United Nations. I as an international civil servant can do nothing about it. "Graft is taking the food out of Ghana's mouth" is a growing scandal since the timely relief officials helped Ethiopia's former imperial government to cover up a devastating drought, and famine in the 1970s in which something like 100,000 people died.

According to a report commissioned by the United Nations Association, one in three disasters involves political problems which prevent the proper distribution of aid. At the present time, Haiti, as well as Ghana, is suffering from food shortages which its government is attempting to cover up.

Another remarkable UN report, *Acts of Nature Acts of Man*, which is hardly known in Britain, is an attempt to get to grips with this problem and to suggest ways in which individuals, governments and relief organizations should act to minimize the impact of politics on disaster relief. From the US it seeks greater help for the UN in identifying and coordinating disaster relief efforts.

The International Red Cross is recognized as an organization which can intervene in situations in which politics play a significant part and they call upon the Red Cross to draw up a convention specifying the rights and obligations of governments in assisting victims of natural disasters.

Individual governments are advised to act through the UN Disaster Relief Office and to accelerate the UN development programme is called for to assist in preparing governments for coping with disasters.

The General Assembly of the UN is asked to pass a resolution asserting the obligation of member governments to ensure that the proper distribution of aid is well as making provision for better communications between the UN and the relief office.

Britain as a major contributor to disaster relief should take the initiative in pressing for the Convention, and also to activate her EEC partners who are inclined to look the other way when the politics of disaster relief appear on the agenda.

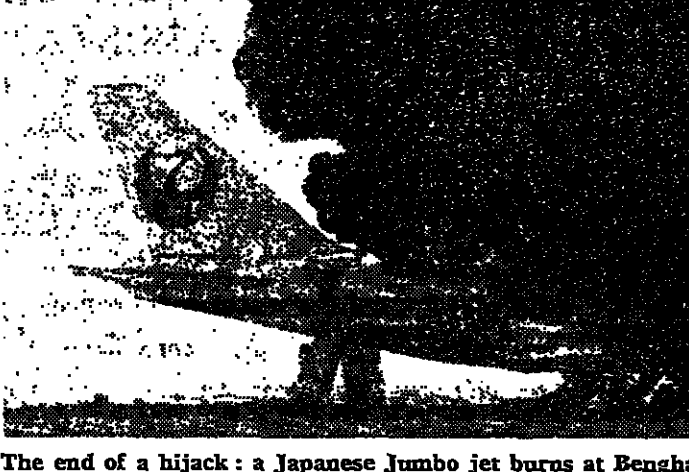
For a more fundamental approach is required. A long-term relationship needs to be built up with the 25 potential disaster areas so that when the crunch comes the machinery is already there without need for the ad hocery of the last minute.

Another long-term approach would be the direction of funds into specific development projects rather than relief projects. Communication for relief, transport, medicine, and planning far ahead of time. The United States Senate Committee on Foreign Assistance is now directing new funds for this particular approach.

For many Ghanaians it is already too late. If others are not to follow them, caught in a vice between natural disaster and political chicanery, then the governments of the rich nations must draw down new rules for the giving of aid and assistance. Above all, the officials of the relief agencies must remember that their first duty is to the victims of relief, not to avoid political embarrassment for governments.

The author is Labour MP for Baidon.

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The end of a hijack: a Japanese Jumbo jet burns at Benghazi.

The plain man's guide to the cruise missile

As you will all be hearing a great deal in 1978 about something called the cruise missile, I thought it might be a good idea, at this, my first column of the new year, to try one of my favourite disguises—that of the Plain Man's Guide to Incredibly Complicated Problems. It occurred to me that you might be interested to know what a cruise missile is, why it is important, why the Russians and the Americans are getting themselves into a great state about it and why, before this year is out, it might become almost literally a matter of life and death to the citizens of this bewildered country.

My reason for that last, characteristically apocalyptic, proposition is a simple one. Those who follow these matters closely will recall that the first British Polaris submarine came into service ten years ago. In about another ten years it will no longer be seaworthy and Britain is to retain a long range nuclear striking force, the Government will have to start, before 1980, replacing the whole fleet—either by new submarines of a similar kind, or by something else. It is to be something else, the so-called "lead time" for any new nuclear weapons system—the interval between the decision to develop it and its entry into operational service—is also about ten years. A quick appraise on my new pocket calculator reveals that if Britain is to have a new nuclear system to replace its Polaris fleet the decision should therefore be taken this year, or next at the very latest.

Whether it will be taken is another matter. Mr Callaghan is most unlikely to replace his ominously quiescent left wing by raising the issue before the general election. Yet the arguments for and against what is

sometimes called a "new generation" of British nuclear weapons are vital to the Prime Minister wants to keep them quiet there is no good reason why I should. However, before setting out to assess these arguments, it would be well, I think, to take a look at the cruise missile now being developed in the United States, which is the weapon most likely to replace the Polaris missile if the Prime Minister eventually decides that his (or her) country should continue to be a nuclear power.

The cruise missile has been defined by an American expert, as "a dispensable, pilotless, self-guided, continuously powered, air-breathing warhead-delivering vehicle". In simpler terms, it is a missile which flies like a small unmanned aircraft, something like the German V-1 "buzz bomb" of the Second World War. The versions now contemplated, however, represent a completely new dimension of military engineering. Advances in microelectronics have improved missile accuracy to an astonishing degree. In 32 test launches the Harpoon, an American short-range cruise missile designed for use at sea has hit its target 29 times. Theoretically the long-range version of the missile can be guided to within 10 yards of a target at ranges of up to 2,500 miles, although in practice it is more likely to be nearer to 100 yards. Small, highly efficient jet engines have been developed to reduce fuel consumption; and short range, or "tactical" cruise missiles, built in large quantities, might cost as little as £25,000 per missile (compared for example, with £5 millions for a modern tactical aircraft).

Lord Chalfont

Unlike a ballistic missile of the Polaris type, the cruise missile is under continuous guidance throughout the flight to its target. This is achieved by means which in the mind of the layman can only evoke a judicious blend of admiration and incomprehension. There are three main techniques, the very names of which have clearly been chosen for their capacity to baffle those accustomed to deal in plain English. *Terrain-contour-matching* (usually called *Tercom* to bring out its full arcane flavour) is a method by which a set of "maps", recording the average height of the ground in each of the squares of a superimposed grid, is stored in the memory of the computer inside the missile.

A downward-looking radar altimeter provides a constant stream of data about the actual contours of the ground over which the missile is flying. The computer compares this with the map in its memory and transmits any necessary corrections of course to the autopilot. The *area-correlation method* uses a similar mapping principle, relying on a microwave reflector instead of a radar altimeter; while the *global-positioning satellite system* consists of 24 satellites in orbit, so positioned that any place on the earth's surface is always in sight of four satellites simultaneously. Every few thousands of a second the satellite broadcasts signals which enable the computer in the cruise missile to calculate its true position, at any time, within about 10 yards in three dimensions.

All this is carried out while the missile is travelling at sub-sonic speed. Thus, while a ballistic missile would take 20 minutes or so to travel 3,000 miles, the cruise missile would take about six hours to cover the same distance. It is, however, being designed to fly at altitudes of less than 250 feet, which means that it would be undetectable by ballistic missile defence radars and most existing air defence radars. It is small enough (the version now being developed for the United States Navy is only 20 feet long and 20 inches in diameter) to penetrate most surface-to-air missile (SAM) defences.

The first question which may understandably spring to the mind of anyone still with me, is why the Americans, who already have nuclear weapons coming out of their ears, should want this new line in lethal ironmongery. The argument of those who are developing it is many-sided, but it is based on the proposition that, during the 1980s, American land-based missiles will become "vulnerable to a Russian first strike" that is to say, the accuracy, power and penetration of Russian missiles will have improved to a point at which the Soviet Union could, in a surprise nuclear attack, destroy a large enough proportion of American land-based missiles to remove one of the essential elements in the "triad" of United States defence—bombers, land-based missiles, and missile-firing submarines.

Furthermore, President Carter has already cast doubt on the future of two other new

weapons systems, the B1 bomber and the MX, which is designed to be able to launch from tunnels instead of fixed silos, so that it can be constantly on the move when not being fired, and thus more difficult to hit with a "first strike".

Those who object to the development of the cruise missile can also assemble some powerful arguments. The first, and most obvious, is that it is unnecessary, and that it simply adds to an already dangerous stockpile of nuclear weapons. More specifically, they say that its development constitutes an obstacle to the talks between the United States and the Soviet Union on strategic arms limitation (SALT). The Russians insist that as a long range nuclear weapon the missile should be included in any SALT restrictions agreed upon between the superpowers. The Americans reply that, as it is also a short range weapon, it should not. The deadlock seems complete.

Much of the Russian agitation can probably be explained by the fact that the Americans are many years ahead of the Soviet Union in cruise missile technology; while the Americans reinforce their own military reasons for developing the weapon with very cogent arms control argument that by virtue of the time it takes to reach its target the cruise missile is demonstrably a retaliatory weapon, posing no "first strike" or "surprise attack" threat to the Soviet Union.

So far this analysis, necessarily oversimplified and unsophisticated, relates principally to the Soviet-American aspect of the cruise missile issue. It is, however, a matter of serious concern to Britain and the other European members of the western alliance as

well. As part of its military build-up in northern and central Europe the Soviet Union has been introducing new nuclear weapon systems, including the mobile SSX 20, a medium range missile capable of striking any target in western Europe. But it is not able to reach the United States—an important limitation because it places the weapon clearly outside the scope of the strategic arms limitation talks.

The resulting sense of insecurity in Nato Europe is not shared by the Russians, who believe that as part of a SALT deal with the Soviet Union, the American President will undertake not to provide his European allies with cruise missiles, or even with the technological information to help them to make their own.

The French Government is therefore already contemplating an independent cruise missile programme in order to maintain the long-term effectiveness of its force de frappe, and there are clear implications for West Germany in the fact that the cruise missile can be fitted with conventional instead of nuclear warheads. So far as this country is concerned this new, relatively cheap and very accurate nuclear weapon system offers those who still believe in Britain's independent nuclear deterrent the promise not only of powerful short-range missiles for tactical use in Europe but also of a strategic delivery system to replace Polaris.

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LEAPMAN IN AMERICA

It is ridiculously late to be writing about Christmas, but a hostile calendar, which summarily abolished the last two Mondays, has given me no chance to do so until now. At least I have had a few days of tranquillity in which to reflect the complex emotions provoked by the year-end festival of spending.

We decided that our son, nearly eight, was old enough to choose his own major present this year. So one Saturday we climbed aboard a bus and made for the nearest branch of the toy chain which was advertising itself on television, memorably if unoriginally, as: Playworld, a world of toys. Great for girls and great for boys.

He chose, as we might have guessed, one of the largest objects in the place, an ice hockey game with an electric motor which blows air up through holes in the table, so that the puck slides quickly over it.

The store assistant made a great production of tying up the box and, as he handed it over, I could see that it was even

larger than I had bargained for—about five feet long and weighty to boot.

Trying to get it on a bus, I calculated, would provoke a nasty scene with the driver, so I hailed a cab. The first driver took a glance at the object and announced that he was going off duty. The second tried to fit it on the back seat and failed. We walked with it for a while, with great difficulty, until a third cab driver, filled with seasonal goodwill, squeezed it and us into his cab, and was suitably rewarded.

At home, we kept the monster in the cloakroom off our entrance lobby, where it was an object of wonder to visitors. I was secretly worrying about a notice on the box declaring that, to assemble the table, I would need two kinds of screwdriver, a hammer (a hammer?) and a pair of pliers.

On Christmas Eve we went to a party in Manhattan, walking home after midnight from the party. At about the eighth day the heavens opened and we arrived

home wet, tired and, let's admit it, not a little emotional.

Nevertheless, I felt I ought to have the hockey table assembled for Christmas morning so, pausing only to change into dry clothing, I set to work. First thing I saw in the box was a huge plastic bag full of nearly a hundred screws of different shapes, plus any number of nuts and washers. Intimidating.

The assembly was not in the event, difficult, just extremely lengthy. By 3 am I had the legs and the motor attached. Luckily the hammering was minimal, and I received no complaints, except from my wife.

Next morning, it took only another half hour to complete the work. Now I have read as many of these Christmas morning toy assembly tales as you have, and in all of them the punch line comes when some crucial bolt or other piece of equipment is missing, or the legs are on backward and it does not work.

I must disappoint you and confess that in this case it was all there and, at the time of

writing, the table is still working and giving pleasure.

We had our neighbours in for lunch, and I was complaining to them about the horror of having to assemble it before use. It was only after they left that I learnt that their present to our son had been a model blimp



(what during the war we used to call a Christmas balloon) which also needed tricky construction.

Somebody else gave a kit for a model plane, but I had the trouble of all with a gumball machine, which releases balls of gum at the insertion of a small coin.

Later we were told that the ice hockey table was last year's most popular Christmas gift, but since we did not arrive until after the summer we had not heard about it. This year's favourites were electronic game machines which plug into the television set, and electric pinball machines. In case our son tries to catch up with those next year, I might use the intervening months to take night classes in electrical engineering.

Christmas is the season for tipping tradesmen and other servants with whom one spends most of the rest of the year in a state of incipient hostility. As I have previously indicated in this column, I am bad at that sort of thing, and as we have never before lived in a large block of flats, I find it hard to decide whom to tip, and how much.



COURT CIRCULAR

SANDRINGHAM
January 8: Divine Service was held in Sandringham Church this morning.

The Dean of Christ Church, Oxford, preached the sermon. Her Majesty presented The Queen's Medal for general efficiency to the King Edward VII School, King's Lynn, to Mr Patrick Cooke, who was introduced into Her Majesty's presence by Mr R. D. Greaves, the Headmaster.

Chief Superintendent Michael Trevelyan had the honour of being received by The Queen when Her Majesty visited him with the Inspectors of a Member of the Royal Victorian Order (Fourth Class).

Miss Ivy Field had the honour of being received by The Queen when Her Majesty decorated her with the Royal Victorian Medal (Sixth Class).

A memorial service for Major-General Sir James Bowes-Lyon will be held in the Guards Chapel, Wellington Barracks, at noon on Wednesday, January 11.

A service of thanksgiving for the life of Tony Bedford will be held at St Lawrence Jewry, London, EC2, on Thursday, January 26, 1978, at noon.

A plaque in memory of Margaret Webster, actress and director, will be dedicated at a short service at St Paul's Church, Covent Garden, on Monday, January 23, 1978, at 5 pm. All her friends will be welcome.

Birthdays today

Sir Rudolf Bing, 76; Sir John Gielgud, 85; Miss Grace Field, 80; Admiral Sir Guy Grenville, 78; Sir Guy Jones, 70; Mr Harry Kernoff, 78; Lord Murray of Gravesend, 48; Admiral Sir Frederick Parham, 70; Mr R. E. Tubbs, 66; the Right Rev. F. E. West, 69.

Today's engagements

The Boat Show, Earl's Court, 10-3.30.

BBC Concert, St John's, Smith Square: Debussy, Mayuzumi, Bunkai, Beethoven, 1.15.

St Lawrence Jewry, piano recital, Paul Berkowitz, 1.15.

Plow Monday service, Lord Mayor attends, 2.00.

Museum of Mankind, exhibitions: Smoking pipes of the North American Indians; the Oravalo Indians, 10-5.

£50,000 winner

The weekly £50,000 Premium Savings Bonds prize, announced on Saturday, was won by 52,582,257. The winner lives in Manchester.

The 25 £1,000 winners are:

1	10	20	30	40	50
6	11	21	31	41	51
7	12	22	32	42	52
8	13	23	33	43	53
9	14	24	34	44	54
10	15	25	35	45	55
11	16	26	36	46	56
12	17	27	37	47	57
13	18	28	38	48	58
14	19	29	39	49	59
15	20	30	40	50	60
16	21	31	41	51	61
17	22	32	42	52	62
18	23	33	43	53	63
19	24	34	44	54	64
20	25	35	45	55	65
21	26	36	46	56	66
22	27	37	47	57	67
23	28	38	48	58	68
24	29	39	49	59	69
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MANAGEMENT

Lockheed is at long last out of the intensive care unit. The company, which was stricken by both a bribery scandal and a set of serious financial ailments, is still a long way from perfect health, but it is no longer in a critical condition.

At the end of September the board of directors appointed Mr Roy Anderson, 56, as chairman and chief executive and confirmed Mr Lawrence Kitchen, 54, as president and chief operating officer. On October 14 the company finally repaid all the loans which were subject to federal government guarantee. On October 27 Lockheed announced that in the first nine months of last year it recorded net earnings of \$47.4m.

There is a new mood of quiet confidence and of humility these days, which contrasts with the despair of a year or two ago and the brash and often unjustified assertiveness of earlier in the decade. The transformation of the company is an astonishing story, but it is still too early to reach any definite conclusions about the long-term future.

The series of bribery disclosures forced the retirement in early February, 1976, of Mr Daniel Haughton, the Lockheed chairman who had made the company his sole interest in life. Mr Haughton was brilliant, ruthless and thoroughly intimidating. His sudden departure left the corporation with acute managerial difficulties.

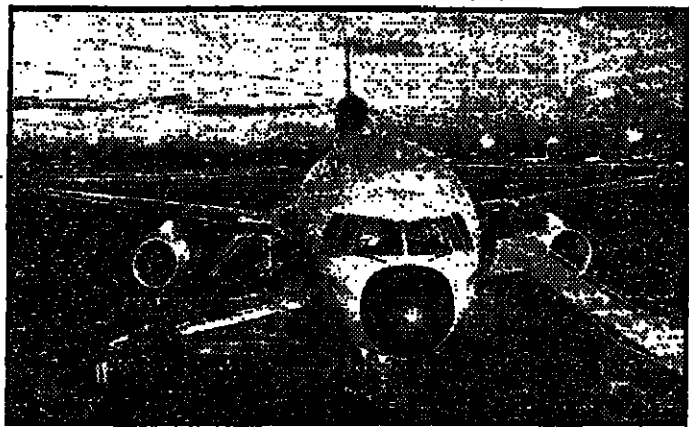
Mr Robert Haack, the former president of the New York Stock Exchange, became interim chairman, and he successfully achieved his objectives of restructuring the corporate management, placing the corporation on a sounder financial footing and setting the stage for Lockheed to move away from its scandal-ridden image.

Mr Haack's most difficult task was selecting a permanent chief executive who could command the confidence of the company's bankers and its 55,000 employees. Bringing someone from outside posed the danger of producing a longer period of uncertainty and the board concluded that the company could not afford this.

Finding someone, however, who was within the company and who had both the necessary skills and a reputation that was not destroyed by the bribery affair posed difficulties.

Mr Roy Anderson was chosen, despite the fact that the company's special investigating unit noted in its report that he had played a role in the furtherance of the bribery policies. His role had not been a big one and the shareholders, the bankers, the government

A fresh air of confidence at Lockheed



The Lockheed TriStar, of which a number of versions have been made. The aircraft has been financially testing for the company, but there is optimism about sales.

supervisors and even the American press have shown themselves willing to forgive Mr Anderson's past transgressions.

Mr Anderson joined Lockheed 21 years ago and became the company's chief financial and administrative officer in 1975. His style contrasts strongly with that of Mr Haughton and the change appears to be a welcome one. He is working hard to mould a new top management team and to delegate responsibilities and it appears that executives no longer fear for their jobs when they argue business matters with the chairman.

Mr Willis Hawkins hints that the move to a younger generation of managers at Lockheed was overdue and that this is one of the benefits of the company's many past problems. Mr Hawkins also asserts that most of the management changes that were necessary have now been made and he is in a position to know about such things. He has long been a director of Lockheed and after fighting many of the company's toughest battles he took early retirement as a top executive in 1974, only to be recalled one year ago at the height of the management crisis to run one of the main operating divisions, the Lockheed California Company.

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as the long-range L-1011-500, which British Airways alone has ordered. Lockheed is now striving to win new customers for this aircraft and unless it is successful in coming months the financial future of the TriStar will continue to be precarious.

Mr Hawkins is optimistic about the TriStar programme, which he directs. He admits that it will continue to be a drain on the company's finances for some time to come, but he is hopeful that Pan-Am will order some of the L-1011-500 aircraft. He notes that commercial aircraft are, perhaps, the best expansion area long-term for the company and that once a company gets into this business it should stick with it. Lockheed is likely to deliver 11 TriStars in 1978.

In the defence area the company has an advantage in that many of its products, from the P-3 Orion coastal patrol aircraft to the C-130 transport, are bound to remain in high demand. It must, however, develop a broader product range and, while there is a surplus of sales in this area, there will also be heavy investment costs.

The same holds true for new areas of activity that the company is keen to enter, ranging from high technology energy sectors to technology for the airlines. Lockheed officials sought to demonstrate that the company had a bright future and that the bankers could fund their own interests by extending greater loans to the corporation and by directly taking some of the corporation's stock. The negotiations succeeded.

Dedicate and difficult negotiations with the bankers were necessary. Lockheed officials sought to demonstrate that the company had a bright future and that the bankers could fund their own interests by extending greater loans to the corporation and by directly taking some of the corporation's stock. The negotiations succeeded.

In early October one of the arch opponents of the government's bail-out of Lockheed, Senator William Proxmire, noted on the planned ending of Lockheed's arrangements with the government that "Lockheed chairman Bob Haack has my congratulations. He must have worked miracles to turn Lockheed around after the bribery scandal to the point where the consortium of lending banks is willing to replace the \$600m of federally guaranteed credits".

A continuing problem for Lockheed remains the viability of the TriStar L-1011 commercial jet aircraft, which is powered by Rolls-Royce engines. In coming months this project may well face a critical test. For all big aircraft and foreign responses, the game today is building derivatives of basic models and the success of this is vital.

A number of versions of the basic TriStar have been made, but none is quite so important

Bringing schools and industry together

The efforts of businessmen and others to ensure that school children gain some understanding of industry and commerce are developing apace.

There has been a widespread feeling that an important factor in Britain's relatively poor industrial performance in recent decades was the fact that the educational system encouraged values which had the effect of leading many young people, and especially the more able ones, to reject the idea of a career in business.

This problem is being attacked on several fronts. The "Understanding British Industry" project of the Confederation of British Industry is on the threshold of important new developments. It has a full-time director-general in Mr John Nisbet and is appointing regional liaison officers.

So far there are two of these regional officers with another two due during the spring. There will ultimately be a network of 10.

But, more interestingly, steps are being planned to develop greater understanding between businessmen and teachers. This month a teacher at Walsingham High School in Birmingham will spend five days with the Barton Conduits Company and a little later the personnel director at Barton's will return to the school, spending five days at the school.

Mr Nisbet hopes that this exchange will be the forerunner

Steps are being planned to develop greater understanding between businessmen and teachers

of a widespread system of exchange visits between businessmen and schoolteachers. Still more ambitiously, discussions have been taking place in Birmingham about the possibility of senior secondary teachers being released to spend a year in industry. Mr Nisbet sees such an arrangement as being of great value in giving potential heads and deputy heads of schools a greater feeling for the needs of industry and for the satisfactions of a career in industry for their pupils.

Another approach is that adopted by Young Enterprise, under which schoolchildren form "companies", which operate for eight or nine months, one evening a week. With the help of local businessmen as advisers they simulate the activities of real companies.

Young Enterprise will shortly appoint a director-general and the chairman, Dr Frank Taylor, reports a growth of between 30 and 40 per cent in the scheme in the present academic year.

Another project which is in its initial stages is being promoted by Mr Gerry Richardson, managing director of ICFE-Numas. In 1977 he and two colleagues gave a series of business lectures, followed by a test paper to pupils of Sir William Borlase's School at Marlow.

Now he is seeking support for a pilot scheme in which a similar series of lectures would be given by local businessmen in 10 schools, followed by a test paper to pupils of Sir William Borlase's School at Marlow.

Mr Richardson believes that a pilot scheme would demonstrate that with a co-operative effort between members of industry and teachers a significant benefit can accrue to the pupils, to industry and to the country as a whole.

Frank Vogl

LETTERS TO THE EDITOR

'Mystique' of industrial strategy

From Dr Ralph Horwitz

Sir, Malcolm Brown asks some penetrating questions about the "new industrial strategy" in his revealing critique (January 5). He might indeed have challenged whether this particular NEDO finery has any more substance than the emperor's clothing.

The industrial strategy, like national planning and corporate planning, struts around without benefit of a foundation garment, of conceptual containment. No wonder, as Malcolm Brown observes, ask any 10 people involved in drawing up

the strategy precisely what it is and you will get 10 different answers.

The problem is indeed a more general one—the mystique of fancy modelling by mathematical sophistry without benefit of the sophistication of linguistic precision. Policy, strategy and planning are not synonyms, the choice of which in exposition is merely a matter of avoiding repetition in the school essay. If there is to be any practical result or operational guidance for administrators and managers, then these three concepts must be exactly distinguished.

More particularly, strategy-making can never arise except in the context of identifiable adversaries. Such strategy follows logically on policies formulated as effective choices for the opportunities and constraints of the external environment and both may be implemented by planning for a time horizon of probabilistic certainty.

Yours faithfully,
RALPH HORWITZ,
London Regional Management Centre,
311 Regent Street,
London W1R 8AL.

Solicitors' income from conveyancing

From Mr S. P. J. Howell

Sir, May I, as a slightly more experienced solicitor than Mr Dobbs, be allowed to temper his youthful astonishment

(January 5). His figures are, of course, wildly optimistic and therefore misleading. The only fact that may be true is to allow five or six chargeable hours for the average domestic conveyancing transaction, rarely less and often more. I would also expect the fee for an average £15,000 registered sale or purchase to be nearer £150 than £200 excluding VAT and disbursements such as search fees, land registry fees and stamp duty, when payable.

Mr Dobbs is also assuming that the sole practitioner business will be able to attract sufficient clients from the neighbourhood, and therefore complete one conveyancing transaction every working day, but try to reach a service in the interests of the client for whom we act, which invariably is not just limited to the transfer of the legal title to a property.

Yours faithfully,
S. P. J. HOWELL,
3 St. Andrews Court,
Southlands Road,
Bromley, Kent,
January 5.

it is not clear whether the person concerned actually carried out all the work from start to finish of each matter or had a number of assistants whom he merely supervised.

I would prefer that Mr Dobbs, and no doubt other correspondents to follow, delayed sniping at the solicitors until the Royal Commission on legal services has reported in full, as the commission has had the benefit of detailed financial facts about the profession and hope it will reach an objective conclusion. It may well be that political pressure will lead to the ending of the "monopoly" but in my view this will not lead to either quicker or cheaper conveyancing as the entry of third conveyancers into the field already shows.

In the meantime many of us solicitors know that when the real facts are explained to clients they appreciate that we do not extort or overcharge but try to reach a service in the interests of the client for whom we act, which invariably is not just limited to the transfer of the legal title to a property.

Yours faithfully,
S. P. J. HOWELL,
3 St. Andrews Court,
Southlands Road,
Bromley, Kent,
January 5.

Crown Agents' use of legal services

From Mr S. J. Rouman

Sir, I refer to Mr S. Kumar Agarwala's letter of January 5 and would be pleased to offer an explanation.

The Crown Agents use the services of a number of well known firms of solicitors when required, both in the United Kingdom and overseas, and in addition their arrangements currently provide for access to the Treasury Solicitor's Department in matters involving Crown interests generally. With this support available, it has therefore not been felt necessary to employ legal staff directly.

Yours faithfully,
S. J. ROUMAN,
Secretary to the Board of Crown Agents,
4 Millbank,
Westminster,
London, SW1P 3JD,
January 5.

Professions

From Mr Francis Bennion

Sir, As a former Secretary of the Royal Institution of Chartered Surveyors, I write to confirm what is said in the letter by the Secretary of the BMA (January 4). When in 1967 I proposed that there should be regular meetings of the Presidents and Secretaries of leading professional bodies this was supported by the BMA and called into effect. I believe these meetings still continue, but more is required.

In a book published in 1969, and in various articles since, I have advocated the setting up of a Council of Consultant Professions. The council would promote professional standards, provide common services to the professions and act as their spokesman on questions of general concern. I still hope to see this come about, for I believe there is need of it.

Yours sincerely,
FRANCIS BENNION,
Flat 4,
24 St Aubyns
Hove, East Sussex,
BN3 2TD,
January 5.

Public sector earnings

From Mr C. J. Newsom

Sir, Perhaps one of your recent axe-grinding correspondents representing the public sector would care to explain to some of us simple-minded as to the implications of the fact that gross weekly earnings are, on average, higher in the public sector than in the private sector? (DoE Gazette, as reported in your columns today [January 5]).

Yours faithfully,
C. J. NEWSOM,
24 White Knowle Road,
Buxton,
Derbyshire, SK17 9NH.

Royce and the technological culture

From Mr H. Masheder

Sir, Aware of the fact that let alone the Times are a poor if not impossible way to state an argument, let alone sustain it, perhaps you will let me risk a reply to Professor Michael French, who writes (January 4) that I missed the point of this argument, namely, the nature of the technological culture itself, which regrettably is rarely discussed in the columns. The popular myths of Royce but is for more ordinary engineers? Now I am sure that the mere quantity or duration of study was never a measure of its excellence and that

it is rather the quality of education which is the essence of the matter. It is to that we must address ourselves with all of the openness and goodwill we can bring to bear. Quantity can look after itself.

As to Professor French's second point, namely, the time spent studying the "practice" of engineering, I am quite certain that the so-called theory and practice are now and were always one and indivisible—hardly a new discovery. The recognition of this truth was the basis of the huge former strength of British engineering and could be so again were we to have the will, clear headedness and indeed the strength to break through those social red other barriers which for too long have impoverished both the education and practice of engineering in this country.

Yours faithfully,
H. MASHER,
Chairman,
High Duty Valves Ltd,
Portland Lodge,
75 Belsize Lane,
London NW3 5AU,
January 5.

Before I enlarge on that, let me clear out of the way a possibly misunderstanding caused by my using the obvious cases of Shakespeare and Leonardo as examples of the clearly qualified experts. Personally, I find the much abused term "genius" particularly unhelpful if not useless in art, literature or science and even less so in engineering. Professor French seems to be saying that Royce, like Shakespeare and Leonardo, is a genius and for that reason outside the present discussion. I do not think so.

Sir Henry Royce is in my view an engineer more or less talented according to one's judgment, but within and without the mainstream of any argument concerning engineering practice. I should however make it clear that I believe this argument is simply a much wider question—namely, the nature of the technological culture itself, which regrettably is rarely discussed in the columns. The popular myths of Royce but is for more ordinary engineers? Now I am sure that the mere quantity or duration of study was never a measure of its excellence and that

Sir Henry Royce is in my

Export business going a-begging?

One hears much of the risks which businessmen have to accept and it might have been thought that in this period of stagnant international trade there might have been some risk of physical injury for anyone actually offering business from the rusted potential suppliers desperate to meet his needs. It is not, however, invariably so.

Take the case of Mr Philip Wells who, with his wife and father, runs a small business designing and supplying steel frame buildings and farm layouts. In October his company, Landspan Buildings, was appointed consultants for a \$25m agricultural development project in south-west India.

Mr Wells sent information about the project to about 60 foreign embassies and chambers of commerce and it was also

related to British companies active in the relevant fields through the Export Intelligence Service (EIS) run by the British Overseas Trade Board. He says that these efforts elicited 20 responses from a total of only nine overseas countries and 27 responses from British companies.

The British response seems not bad, although six of the 27 appear to have been people acting mainly as agents for Japanese goods. But it is of the quality rather than the quantity of the replies that Mr Wells complains.

He says that many of the British reactions were of the "if-we-can-be-of-any-help-do-get-in-touch" kind, which to say the least suggests a lack of dynamism. In fact, of the 47 British and overseas responses in only six cases did the respondent follow up the initial letter with a telephone call and only one company—a Belgian one—actually took the trouble to make a personal visit.

This lack of people wanting to fight their way through the door may be attributable in part to the fact that he chooses to do business from the remote Essex village of St Osyth, south-east of Colchester.

Mr Wells complains that only 5 per cent of the responses carried out the instructions relating to responses fully. He is also somewhat critical of the EIS, partly because it took almost a month from his first

application until details of the latest project were passed to the service's subscribers and because subsequently he has had examples of its circulating information of other overseas work opportunities, in which Landspan was not involved, to his company.

The EIS replies to these criticisms by pointing out that its main function is to relay to overseas business opportunities reported from the overseas posts of the British diplomatic service. Although it will also circulate information from British companies, as in the case of Landspan, it may be necessary to verify the project abroad and this may lead to delay.

It recognises that information will at times be received too late to be directly useful, but it says that repeated inquiries have shown that subscribers would rather have information late than not at all.

It claims to send information within about two working days of its being received, the time being taken up in classifying the information according to type of activity and running it through the computer, so that it is sent only to companies which have indicated an interest in the activity and in the market concerned.

It claims that its 8,000 or so subscribers include companies which account for about 80 per cent of British exports and that it issues notice cards at the rate of about 12,000 a day.

Frank Vogl

PONTIN'S LIMITED

UNAUDITED INTERIM STATEMENT OF THE GROUP PROFIT FOR THE SEVEN MONTHS ENDED 31ST OCTOBER 1977

Unaudited Audited
7 Months Ended 31st October Year Ended 31st March

1977 1976 1977
£'000s £'000s £'000s

Group Turnover 36,241 32,414 38,956

Group Profit before Debiture and other Interest 9,910 8,719 7,383

Debiture and other Interest 698 456 752

9,212 8,263 6,631

Taxation (a) 3,208 3,423

Earnings per share Relating to issued capital 2.85p

Relating to fully diluted capital 2.81p

Dividends per share (b) 1977/78 1976/77

Interim Dividend 1.38219p 1.6500p

Supplemental Dividend (0.131p) 0.085p

Paid 28th April 1977 1.6500p £1,983,946

Payable 27th April 1978 1.40739p £1,712,259

Notes

(a) Corporation Tax will be assessable in due course on the Trading Profits for the year ending 31st March 1978 which have finally ascertained. The Group has now adopted the recommendation of the United Kingdom Accounting Standards Committee (ED19) and as a result United Kingdom Corporation Tax will be provided only to the extent that it will become payable in the foreseeable future.

(b) The Directors propose to pay an interim dividend for the year ending 31st March 1978 on the 27th April 1978 which, together with the net supplemental dividend declared on 8th September 1977, will amount to 1.40739p per share. In accordance with the terms of the Offers from Coral Leisure Holdings Limited ("Coral") announced today, this figure represents the maximum dividend payable in respect of the Company's year ending 31st March 1978 provided to reflect the elapse of three-quarters of that year, of 1.38219p, to which has been added the net supplemental dividend of 0.0254p. This dividend will be payable to those shareholders on the register on 27th January 1978. If the offers from Coral become unconditional the next dividend to which accepting shareholders will be entitled will be the interim dividend of Coral which is normally paid in November.

(c) No provision has been made for the exchange fluctuation in the net worth of overseas assets or overseas loans.

(d) As at today's date, there is outstanding £291,685 of the 7% Convertible Unsecured Loan Stock 1990/95 which, fully converted, would involve the issue of 1,360,798 Ordinary shares of 10p each.

It should be noted that most of the Group Trading Income is received between 1st April and 31st October in any year and such income is subject to deduction for the five months (winter) expenses before the year's Trading Profit to 31st March can be determined.

Bookings and enquiries received to date both in the United Kingdom and Overseas indicate that, subject to unforeseen circumstances, the Company should enjoy another successful season in 1978. In addition the Prestatyn Holiday Centre, acquired in October 1975 will be fully operational for the 1978 season and should also make a useful contribution to group profits.

Warrington grapples with old and new towns

Industry in the regions

If you wait around long enough in almost any field of human endeavour, the Alice in Wonderland syndrome is almost bound to take over, and the long-established conventional wisdoms will be systematically stood on their respective, and hitherto respected, heads.

Take, for instance, the case of Britain's major cities and the approach to them by government planners and sundry other makers and executors of policies—or what, from time to time, passes for policies.

A couple of decades ago everyone, charged with much enthusiasm and no little idealism, set about ripping the hearts out of cities and large towns up and down the country. True it was that most of the hearts involved were in a pretty dicky condition. There were slums, decay and industrial dereliction on a massive scale.

So the byword became "clearance"—and everything had to go. Fresh fields and pastures new it had to be. New towns, overspill estates, high rise flats, rezoning of industry—a brave new world, if not a New Jerusalem.

Now, it turns out, we may have gone just a bit too far; or even (strictly between ourselves, old boy) got quite a lot of it completely wrong.

Like stranding infirm pensioners and mothers with babies on the top of 18-storey filing cabinets, or building new towns that end up with the highest un-

employment rates in the country, or overspill estates where nobody really wants to live and the wind whips through half deserted shopping precincts as once hopeful tradesmen sink off, defeated by rising overheads and falling turnover.

But let us not be too downhearted. A new spirit is again abroad and up and down the land conferences are in progress, with high ranking ministers in attendance, to prove that the emphasis is now right where it should be.

We must bring our inner cities back to life. That's the theme for today. People must be encouraged to live in them again. Industry must be given all the help it needs to set up shop. Commerce must flourish once more and the shopkeepers' tills set ringing.

Would it be unforgivably disloyal to wonder—even fleetingly—if 20 years from now someone or other might earnestly be explaining to a series of similar conferences that when it really started to go wrong, was back in the late 1970s when we started shoving everything into the city and town centres?

Meanwhile, course it would be channelling our efforts into rebuilding the inner cities—loans, grants, rate relief schemes,

special funds and expertise of all kinds are being brought to hand—what is going to happen to some of the half-realized dreams of yesterday?

What we may well ask, about all these places. But Warrington will do Warrington New Town is not really a new town at all. Warrington is a very old North-west town, with a new town grafted on to it.

A couple of weeks or so ago the development corporation at Warrington proudly announced it had set a target to create 7,500 new jobs and an equal number of new homes over the next five years.

Listen to Mr David Binns, the corporation's general manager: "We know that the period from 1974 to 1976 was a bad one for the country as a whole. But we believe that the organization we now have and the many advantages that Warrington has will enable us to get within striking distance of our target."

The target, you will recall, is 1,500 new jobs a year and 1,500 new homes—1,000 for rent and 500 privately owned in fact.

Less than a week later there was a meeting of the Warrington Borough Council's development services committee. Up

spoke Mr Leon Hindle, the town's chief planning officer, with some figures that put rather a different light on things.

He said: "Since 1971 we have lost 4,000 jobs in Warrington, almost the same number that the New Town has been able to attract."

"Warrington", he added, "is at a disadvantage in not being a Development Area and it has recently been revealed that firms attracted to Warrington as a result of New Town promotion, have been lured away to development areas."

Now, as it happens, Warrington lies almost midway between Liverpool in the west and Manchester to the east, in both of which cities huge campaigns are being mounted, and a good deal of hard cash being made available—to take full advantage of the current "inner city policies". Merseyside is also a special development area.

Both cities now look set to offer some pretty stiff competition for whatever new industrial investment is up for grabs.

All in all it looks as if Warrington—presently being run by the nearby new town of Skelmersdale (a name which now makes strong planning men tremble)—will have quite a struggle to reach its targets now that new towns are not quite the politically fashionable thing they once were.

R. W. Shakespeare

Business appointments

Sir Campbell Adamson new Revertex chemicals chief

Sir Campbell Adamson has been appointed chairman of Revertex Chemicals, a subsidiary of British American Tobacco.

Mr M. W. Marjoram has been appointed director of British American Tobacco.

Mr A. J. W. S. Leonard and Mr F. A. W. Payne and Mr J. Payne have joined the board of M. K. Electric Holdings.

Jardine, Matheson has appointed Mr Roger Holloway as group chief executive, liquor marketing based in Hongkong, from February.

Mr B. R. Bendley has become chairman of L. Gardner and Sons, succeeding Mr G. N. C. Flint, who remains a director. Mr P. J. Connor will join the board as finance director, succeeding Mr B. T. R. Scruby.

Mr K. J. Randle has been made an additional deputy chairman of Courtaulds Knitwear. Mr W. H. Dale and Mr D. H. Hemingway have resigned as directors. Mr Randle has also become chairman and managing director of Bains-Wear. Mr T. D. G. Clark and Mr Hemingway have resigned as directors. Mr Randle and Mr Hemingway are resigning as directors respectively.

11 EDITOR
11 Strategy

BY THE FINANCIAL EDITOR

Base rate comparison —one month later

One of the big four clearing banks, and, in fact, is now out of line on base rate. Friday's bout of leap-frogging, and undercutting the others for just over a month, it would be surprising if Midland allowed itself to be undercut for long. The question is whether this apparent outburst of competition is over. Is it really a move for the banks to hold their base rates at different levels for any length of time?

The banks themselves are likely to be asking this question from another angle. They will be asking whether it is actually any point in offering different rates. In the month during which the base rate undercuts Barclays and NatWest by 1 per cent none of the banks saw significant gain or loss of business. That has happened, therefore, is that the banks have foregone some profit that they could have made by raising their rates.

There is undoubtedly much less pressure on the banks to align their base rates than there was five or even two years ago. This is because the diminishing proportion of lending is linked to base rates. First, the banks have been increasing their medium-term lending to around 40 per cent of the total, and such lending is either on fixed or at a margin over money market rates. And, there has been a rapid growth in proportion of short-term overdrafts which is linked to money rather than rates.

Multi-banked customers, in particular, now to be borrowing on a money rate-related formula, which is important use these were the borrowers who in the past moved their borrowings around who, through their arbitrage operations, set base rate disciplines upon the rest.

switching to whichever bank was best or by switching out of the banks the money markets, the powerful borrowers not only pressured base rates into but also kept base rates closely in tune with the money markets. As long as the big money markets, however, there is little incentive for them to switch at all. Indeed, it is to have been the case over the past few years.

there is no particular reason either base rates should always move in line or why they should not drift away from money market rates. Over the past few years interest rates have been falling, rates have lagged behind in a way that has been unthinkable five years ago. The losers in this process are smaller borrowers who lack the muscle to tap the money markets directly.

the other hand, if one bank consistently got the reputation for being cheaper than the others the smaller customers might start changing banks, and it is fear of this happening that the banks have been likely to let their base rates steady out of line over a long period.

guidelines

sons for the
rket

Bankers last week became the first company to produce inflation adjusted figures using the Hyde guidelines. The Hyde guidelines were the Accounting Standards Committee. Without comparative figures from other groups they naturally little impact either on Allied's own price or the sector, but as more and more companies produce inflation adjusted figures this should change.

There is no guarantee at all that the 30 per cent reduction on pre-tax profits that had on Allied, leaving earnings 19 on deferred tax than they would have been on historic profits with a full charge, will be repeated in other years. Estimates by Buckmaster Moore on the effects of introducing 30 alone showed an average 31 per cent rise in earnings for major brewers but were marked differences between 19 and Whitebread showing a 61 per cent gain and Guinness only 14 per cent. While these remain estimates they have little effect. Published results which advantage of ED 19 are causing more use in the market than anything, individual current cost figures are likely to do the same, but the market resists them at its peril.

message is already there in the

disappointing figures which have come out of the engineering sector as stock profits and currency gains have disappeared. Inflation adjusted profits will actually be improving but the historic results have been misled. Some of this is already reflected in prices and some sections of the market will tend to ignore inflation-adjusted figures and rely on historic projections for as long as possible.

Breweries and retailers, for instance, are both rated highly relative to the market because of the so-called quality of their earnings, but for individual stocks the inflation-adjusted element in the price may be small indeed. Analysts however face acute problems in assessing inflation-adjusted earnings. Companies themselves, tend to talk in historic terms and estimates at stock changes and gearing adjustments are different in kind from the way the market has tended to think.

While the reporting of Hyde figures remains piecemeal, the easy approach is to rely on historic figures. But the market moves on sentiment and it is difficult to believe that Allied Breweries will not tend to be re-rated as a result of its inflation figures when the likes of Tube Investments or Guest Keen & Nettlefolds produce sharply reduced profits.

The transition to looking at Hyde figures is not going to be easy however and, with inflation falling to single figures in the



Mr William Hyde, chief accountant of Oxford University.

United Kingdom this year, historic figures will be moving closer to Hyde figures all the time.

Analysts are split between those who believe that the subtleties of Hyde will have a marked impact on individual share prices and those who believe the market has got it broadly right anyway and the historic pre-tax profit figures will continue to rule the roost.

With sterling recovering its poise, most companies are having to review their invoicing policies not just for exports but for raw material purchases from abroad as well. De La Rue has already made its move by switching exports onto a sterling rather than a dollar basis. More significantly in view of its mounting concern over export competitiveness, ICI has recently established an internal working committee to decide "in what circumstances it might change its invoicing to sterling".

Following the gyrations since the Smithsonian realignment of currencies six years ago, companies have had to come to terms with the fluid position in foreign exchange markets with the result that the depreciating pound has encouraged them by and large to invoice exports in dollars or local hard currencies wherever possible—which apart from the obvious benefits also allows companies to take maximum advantage of sterling's weakness on raw material import costs.

The reality has not always worked out as simply as that of course, since even when companies have been prepared to ride the foreign exchange risk in the forward market customers have often managed to call the tune.

The temptation is to revert almost willingly to sterling invoicing, with the concomitant danger of losing orders. Long-term contracts would in any case probably not include break clauses and when it comes to renewals companies would be up against competitors prepared to quote in dollars. Certainly a straw poll on Friday of the finance directors of some of the United Kingdom's biggest exporters created the impression that commercial rather than financial considerations would prevail and despite the ICI move there seem to have been few policy changes to date. But with sterling looking comfortable at its present rate even on a medium-term view it is an issue finance directors will increasingly need to have a firm policy on.

Mr Michael Edwards, chairman of British Leyland, is clearly a determined, ambitious and, on past record, effective operator. For the moment the Government, the Department of Industry and his major shareholders, the National Enterprise Board, have abdicated responsibility to him for finding a way of continuing the accelerating deterioration in the company's prospects.

He is also a man in a hurry. It is not only a question of eleven hour decisions about the investment plans, internal structure and production programme of the company. It is also that a man in his position will want to be giving the impression of having things under control at least by the time of the next general election. For it, as much still be likely that the Conservatives win it, the public position of the man visibly responsible for a continuing Leyland failure, the millstone round the neck of an already sentenced NEB, would be less than alluring.

Stark choices for British Leyland

Hugh Stephenson

Last week Mr Edwards appeared to make a mistake. When several newspapers came out on the same day with the same general story, it is a cold certainty that there has been a briefing by someone in high places, flying a kite. The stories in several papers last Thursday looked uncommonly like the front of such an exercise.

Mr Edwards' references to such reports as being mischievous and unimportant will correspondingly have carried little conviction within Leyland, and may, if this matters to him, have for a moment strained his relations with the public.

Of real importance, however, is the question of how to restore conviction within British Leyland that the situation is being brought under control. Leyland is too big a company and the Leyland problem too deep-seated for a solution to spring as a miracle from the brain and energy of one man, no matter how exceptional.

Such a recovery in performance and morale, if possible at all, can only take

years, rather than months, and can only be the result of joint action by many people towards an agreed goal. So far, the uncertainties of the new regime seem to have frightened or unnerved as many as they have activated. The suggestion of senior managers to what have seemed to be intelligence or psychological tests has not gone down well.

The argument within British Leyland in preparing its five-year plan for the NEB will be about the detail of internal organization and future programmes. But crucially, however, the problem facing Mr Edwards and the company, is much starker. The company is being kept afloat by the injection of public money, earmarked for the investment programme, in order to pay the wages. That is a recipe for bankruptcy and, indeed, if it were not for this public money, British Leyland might even have been held to have been trading while insolvent. To get out of that situation there are three theoretical options.

The first is to produce such a dramatic improvement in the manufacture of existing models that market share is recaptured. The second is to produce a new model range of such attraction that Leyland's market position is transformed.

The practice, however, is that whatever decisions are now taken British Leyland is stuck with the same essential model range for the foreseeable future, while no one will believe in more continuous production until they see it. That leaves only the third course of running down, or cutting out, the loss-makers.

The contemplated division of Leyland Cars into its component parts can be only a prelude to allowing the cold logic of events to take the third course. With the volume car business sensibly identified and accounted, the government of the day would be faced with a clear choice about whether or not to continue to support it with public money.

Japan—an opportunity as well as a threat

Michael Meacher (right), Parliamentary Under-secretary of State for Trade, discusses British successes in expanding sales to the Japanese, against a background of growing concern about the pressure of imports from the country



cutlery (stainless steel tableware) continues.

On balance these predictions have given our industries more help than would have been possible by other means. As a result, pressure from Japan's imports in sensitive sectors has been contained and in some cases reduced.

Inter-industry discussions have also been held about the Japanese car market, though here the Japanese share rose from nearly 91 per cent to around 10.6 per cent last year and there is also concern about the commercial vehicle sector. Of course, it is in the area of new areas of sensitive competition arise. For example, British industries have been concerned about parts of the audio sector and have discussed them with Japanese industry. As a result, "music imports from Japan" are now covered for the first time.

It is important that inter-industry cooperation should continue and that understandings satisfactory to both sides should be reached to deal with new areas before serious problems arise.

Action on dumping

Similarly, in cases where there has been evidence of dumping, the United Kingdom has taken appropriate action and now it is for the EEC Commission to be ready to take effective measures now that it has assumed, since last year, overall responsibility for anti-dumping action.

Last year, the United Kingdom imposed a permanent dumping duty on imports of Japanese steel sections after a long and thorough investigation and it also took quick action by imposing a provisional charge on Japanese steel "flats" (although after full investigation this was later allowed to lapse).

The United Kingdom also received price undertakings in the case of socket sets last year and offset litho printing machinery previously. The EEC Commission has obtained price undertakings on ball bearings after a major investigation and

is conducting other inquiries at present.

Yet, despite this, the United Kingdom-Japan trade deficit has been growing, reaching £563m in the first 11 months of last year, though even here the position needs to be seen in perspective. Imports from Japan account for only 3 per cent of our total import bill and less than 5 per cent of our imports of manufactured goods.

Our visible trade deficit with Japan last year, although the third largest of our bilateral deficits, was substantially smaller than that with West Germany (£24m) and in previous years about half of the visible trade deficit with Japan has been covered by our surplus on invisibles.

However, the Japanese surplus does continue to grow, with the United Kingdom, the EEC, the United States and with the world as a whole. Even on a current account basis, after taking into account Japan's deficits on fuel, food, raw materials and invisibles, it reached \$4.68m in 1977, will be higher in the current year.

This is a serious matter at a time when other countries are carrying the burden of the OPEC oil surpluses and when it is not always easy for overseas suppliers to build up sales, particularly of industrial goods, in Japan.

Nevertheless, imports are only half the story. Jobs also depend on our exports to Japan which is becoming, rightly, an increasingly important export market for us. The country is still our biggest export market for wool cloth by value and our second biggest market for whisky.

At least partly as a result of the overtures which have been made to Japan over the past year, there are now some signs that it is more ready to buy more from us. The value of our exports has been growing, in both sterling and dollar terms, and substantial and possibly indicative orders have been placed.

Rolls-Royce is hopeful of obtaining orders to supply propulsion systems for Japan's new frigates, orders which would be worth £30m over the next 10

years, and an important breakthrough in a sector previously dominated by the United States. EMI continues to sell its revolutionary brain scanner and has just announced an order for £2.5m.

Not all the orders go to large firms. Inframed recently arranged to sell equipment worth £250,000 to the Japan Tobacco and Salt Public Corporation. In another field Japanese contractors have been buying British equipment for incorporation in plants they are constructing in third markets. For instance last year Dale Electronics sold a total of orders worth £500,000 to supply generating sets for a project in Zambia organized by Mitsui and Company.

Help with marketing

Inside Japan British Leyland has set up a new marketing organization by which the trading house Mitsui will help to market British Leyland cars. Honda is also planning to distribute additional Ford models in Japan.

In the field of car components, the president of Nissan Motors said on British television that he was in touch with 15 British component firms about possible business and we know that other Japanese car manufacturers are considering United Kingdom sources of supply.

It is particularly important that we should increase our exports to Japan in high technology fields such as aircraft. Our best chance of a major sale in this field is the possibility of BAC's selling the BAC 1-11 to the Japanese TDA Domestic Airlines. BAC has mounted a massive marketing effort to break into this difficult market. The Government have given it every support, as this is a sale to which they attach particular importance.

Since 1973 the British Overseas Trade Board has made quite exceptional facilities available to British exporters in this difficult market. These include British Export Marketing Centres in Tokyo, the only one of its kind in the world, and the

creation of a special BOTB unit to give advice to exporters.

In the past four years nearly 3,000 British firms have visited Japan under BOTB auspices—and, of course, many others have gone under their own steam. The results have been distorted by the severe economic recession in Japan since 1974 which was reflected in all Japanese imports of manufactures in 1975.

British exports have had a particularly tough time against fierce competition since then, but in recent months we have begun to see results in a substantial increase in our exports.

The Japanese market calls for high standards of quality, delivery and reliability and its language and customs are still unfamiliar to many exporters. An additional problem for the salesman is that historically the Japanese have tended to look abroad only for those manufactured goods which they do not make themselves and for luxury consumer items. It will take time for these attitudes to change.

The most significant obstacle to imports may be the tradition and practice of national self-sufficiency in Japan and the attitudes towards imports which it creates. Nevertheless, leaving aside the psychology of custom and habit, there are relatively few specific tariff and non-tariff barriers left.

Those which concern the United Kingdom are the whisky and confectionery tariffs, the leather footwear quotas, the tobacco monopoly's price and distribution policies and import procedures and testing standards, on for example, chemicals and diesel engines.

The United Kingdom and the EEC Commission have discussed these in detail with the Japanese and have pressed for action. The Japanese authorities have responded to these approaches by delaying for three years the application of their latest emission standards to foreign cars, accepting European testing of certain pharmaceutical standards and making arrangements to test our cars before shipment to Japan.

They have recently made proposals to reduce a wide range of tariffs in April this year, including those on a number of industrial products as well as Scotch whisky, gin and tea, and the reduction to zero of the tariff on motor vehicles. However, the United Kingdom was disappointed that there was no proposal to reduce the confectionery tariff and is continuing to press for a reduction.

Nobody would pretend that these measures are anywhere near enough, although the Japanese government's proposals for increased public expenditure may help, as will the substantial appreciation of the yen during 1977. Governments in the EEC and the United States are urging Japan to make substantial further action in the next few months to stem the rising tide of international concern.

Business Diary in Europe: A welcome Jeremiah

almost a year since the Commission vowed, in the wake of President Roy's strong declarations of concern for consumers, they would appoint a new consumer director. (Mrs Jenkins, ill be remembered as a right vice-president of the Consumers' Association.) In the meantime, consumer affairs have been handled by a director and a deputy director, and a thin staffed service. At last the appointment has been made. Jeremiah, at present chief of the Dublin city vocal education committee, will be the job in Brussels by the end of the year. Though Sheehan has no experience in the consumer field—he was an engineer before joining the Irish armament of Education—he is Jeremiah no one will be y to see (he is more likely known as "Jerry"), has already impressed the with whom he will be king in Brussels at their imaginary meetings. The consumer organizations have been bitterly critical of Richard Burke, the Irish minister whose remit is consumer affairs, over staffing difficulties of the year are now in a mood to nt. The Commission have such difficulty getting new approved by a cost-conscious council of ministers that the end Burke has had to

"borrow" one job at director level from another area of his responsibilities, transport, so that the promise to consumers could be made good. Nor is the appointment of an academic administrator from what used to be Burke's own department, when he was Ireland's minister of education, regarded with suspicion. Ireland is the only member state which has hitherto filled less than its appointed share of jobs at director level with its nationals. Sheehan knows his way around Brussels, too, having been a head of division on the budgetary side of the European social fund from 1973 to 1975. The consumer organizations accordingly are so pleased about his appointment that their Brussels office has put a cartoon of Burke—as a Santa Claus dispensing new year largesse—from the front of their monthly newsletter.

There is some relief in European central banking circles that the United States monetary authorities chose last week to announce their conversion to active support of the dollar on foreign exchange markets. To have left the issue open for this month's meeting of western central bankers in Basel today and tomorrow could well have interfered with bidding farewell to Dr. Arthur Burns, who ceases to be chairman of the American Federal Reserve Board at the end of January. For Burns has a firm

place in the affections of his European colleagues, as is only appropriate for a man who has put both mouth and muscle behind a strong dollar. The meeting at the Bank for International Settlements is in many ways an ideal occasion for seeing him off. The atmosphere is almost clublike and as close to informal as any such gathering can be. All the leading western central bankers meet in Basel but they do not come to discuss a fixed agenda and this helps take a lot of the hassle out of the meetings. Not least, the food in the hotels clustered around the Bank for International Settlements is good and can be excellent. So, unless the foreign exchange markets produce any nasty surprises today, there is likely to be a lot of back-slapping and handshaking in Basel in between the discreet inquiries about what sort of Federal Reserve chairman William Miller will make.

One of David Wheeler's first jobs in taking over the directorship of the Institute of Practitioners in Advertising, the agencies' trade association, is to take part in the quarterly meeting with his European equivalents. And as he travels to Einsiedeln in Switzerland this week for the gathering of the European Association of Advertising Agencies he finds himself in at the deep end over moves by the



David Wheeler

EEC Commission to harmonize legislation on misleading and unfair advertising. The other European countries admire the British system of advertising control, which is voluntary. They feel themselves to be already over, rather than under, "legislated" and point to instances where prohibitions, as for example on the advertising of alcohol in Norway, have led to various manoeuvres to get round the system by using symbols and not words in advertisements. The voluntary system, they argue, leads to more cooperation.

The EAAA and the IPA have already had some success in diluting the effects of the individual draft directives issued by the EEC Commission. A fourth, and it is hoped, acceptable version of the directive is expected shortly. Meanwhile Wheeler is hoping to assess with his continental

colleagues how much of a problem misleading advertising actually is. The ball was set in motion in Britain by Gordon Borrie, director of the Office of Fair Trading, late last year when he set up a tripartite working party with representatives of the Consumers' Association to study the effectiveness of Britain's recently toughened self-control structure. Wheeler, who spent eight years with the J. Walter Thompson advertising agency before moving to the IPA, is hoping this week to finish drawing up a questionnaire which will apply to continental countries as well as to Britain.

When, recently, the Italians decided to mint millions of new 200 lire (12p) coins it looked as if the chronic shortage of small change was about to be overcome. Italians would be able to dispense with dog-eared "mini-queues" issued by banks, with telephone tokens, postage stamps, unused bus tickets, boiled sweets, chewing gum sticks and all the other things they have been using instead of small change.

Apart from a badly functioning mint, there had been no monetary unit in general circulation between a coin for 100 lire (about six pence) and a note for 500 lire (about 30 pence).

The authorities therefore decided to mint 500 million new coins of 200 lire, of which 15 million were issued before the new year.

Unfortunately, it is not possible to describe what the coins so far issued look like, as no one appears to have seen them—they have become collectors' items right away.

In Bologna, which is near San Marino, a centre of the stamp and coin collecting business, the new coins can command a price of 2,000 lire, 10 times their face value—even though they have been cast in a cheap alloy likely to have little intrinsic worth.

Even the banks have been unable to get coins through normal channels.

The Treasury is optimistic that the long dearth of small change will not last. Output is to be doubled by the use of new machinery and overtime.

It seems that the Spanish have been long in the dark about economic and political matters. An opinion poll shows that only one in four knows anything about the government's important "Moncloa Pact" (with the opposition parties) which deals with such issues. Now the publication of the pact has launched last week. The Spaniards are now finding out that, among other things, there is to be a 22 per cent wage ceiling this year (inflation, though, is running at 30 per cent).

Brennall Bead (Holdings) Limited

Profits 37% ahead Overseas earnings up Aviation business grows

Profit and Appropriation Year to September 30, 1977

	1977	1976
Turnover	5,005,000	3,904,000
Profit from Operations	805,325	590,060
Share of Profits of Associated Companies	405,778	49,551
Pre-Tax Profit	1,011,104	740,001
Tax	539,371	330,370
Profit after Tax	471,733	349,631
Minority Interests	71,338	78,337
Profit for the year attributable to the shareholders of Brennall Bead (Holdings) Limited	400,395	271,294
Dividends	95,131	85,198
Earnings per share	5.3p	3.7p

The Chairman, Mr. Fred Beard, states that Brennall Bead's concentration in recent years on overseas diversification has been responsible for the substantial increase in turnover. Despite operational difficulties, the Company has strengthened its position in Canada. Experience has been gained in other markets overseas but patience is needed in finding the right associates. The Paris office established a foothold in the EEC and it is hoped the barriers will shortly come down permitting the larger commercial insurance, to be written elsewhere in the EEC without the insurer being established in the country concerned. The Lloyd's Underwriting agency has had a good year and the growth of Brennall Bead's aviation account in particular, has been very successful. The 1976 figures have been amended to take account of certain subsequent adjustments and in order to show minority interests and interests in associated companies in accordance with generally accepted practice. Copies of the Annual Report and Accounts available from the Company Secretary, Brennall Bead (Holdings) Limited, 31 St. John's Hill, Shrewsbury SY1 1JG.

FINANCIAL NEWS AND MARKET REPORTS

Available
image
building up
the Gulf

and for tanker tonnage over the Christmas and New Year period as expected, the Caribbean sector is busy up to the end of the year. In the Gulf, shows little sign of up after the holiday season. The supply of oil is again tight, the holiday only two weeks were

Eight report

from the Gulf with an to be slipping back. The government took 10 tonner at worldwide prior to Christmas for in early February, this position, accounting to agree for the stable rate

in January Texaco 240,000 tonner for a United Kingdom/Concy at worldwide 23.5 ow steaming basis and the 25.25 on full steam. One of some two points as a pointer of rate for the next few weeks market finds its form the Opec meeting as last month. A between 100,000 and 200,000 tonner were also having to lower rate levels. In a week of January, chartered a 180,000 nd Elf a 160,000 tonner, banded worldwide 26 scale 26.5, respect. These levels again shipping back, compared the rate of vice. The tanker market tended to unchanged. The Caribbean export demand than adding areas up to the December this spark of during last week.

David Robinson

Sugar brokers say buying action by China will be a key factor

With record world sugar stocks in existence and further surpluses in prospect, London brokers C. Czarnikow say in their annual review that they view the coming year with understandable misgivings.

But they add that there are reasons for believing that changes in national and international policies may improve the situation before the end of 1978.

A major factor will be China's purchasing actions for this year which are already under way. Last year China was the third largest buyer on the world market after the United States and Japan.

A repeat performance, say Czarnikow, could make a considerable difference in 1978 to both the state of the market and the operation of the new International Sugar Agreement (ISA) even though China is not a member.

Although the ISA was meant to encourage prices to move above the levels experienced in 1977, the world trade has not yet shown the same faith in the agreement and none of the formulated in 1978 delivery are above the ISA minimum.

There are also areas of doubt which promise to cause problems so far as the operation of the ISA are concerned, particularly regarding special reserve stocks and supporting funding arrangements.

It is pointed out that during 1977 EEC beet sugar dominated the white sugar market and Czarnikow expect this trend to continue at least through the first half of 1978. Moves to reduce EEC production may not be as successful as the Commission would like even though the EEC price has been more than double that of world market rates in recent months.

Regarding the United States, it is noted that there is still support for domestic legislation which would make it difficult

Commodities

for the United States to remain in the world market and it is therefore important that the ISA should quickly be seen to be working effectively.

Czarnikow also forecast the possible return to the world market of East European sugar, although they say that it would be too much to expect the Soviet Union to return as a net supplier to the world market this year.

Zambian warning of mine closures

With no sign of the London Metal Exchange copper price climbing back over the £700-per-tonne mark, Mr. Kenneth Kuwanda, the Zambian president, has given a warning in a Lusaka interview that manpower cuts in the copper mining industry may be on the way.

He added that mine closures cannot be carried out without taking into account the effect such actions would have on the workers, but if the crunch came some mines might be forced to close.

This would be a very painful decision because it would mean that thousands would be thrown out of employment, but it might well be that they would be forced to do this.

If it becomes necessary to shut portions of some mines, it might be possible to redirect some workers to agricultural projects. That might be the answer, but he would hesitate to think of closing down any of the mines completely.

Industry sources in Zambia are quoted by Reuters as saying that they see little alternative to at least partial closures. Several mines are operating at a net loss and the industry as a whole is deeply in debt to the Bank of Zambia.

Until the drop in world prices in 1975, the industry was con-

tributing more than half of all government revenues but in 1977 the contribution was virtually nil.

Commodities Research Unit said in its December Metal Monitor-Copper that there was nothing it could discern in the statistics of copper supply-demand to justify the more optimistic mood that had lifted the three months price on the LME to over £700 per tonne in that month.

Consumption figures for 1977 to mid-December were slightly lower than it had earlier thought and stock figures were somewhat more bearish. Total stocks, excluding unrecorded merchant stocks in America, did not appear to have declined between June and November despite cutbacks and United States stoppages in that period.

Coffee contract to start next week

Provided building operations are completed, the new arabica coffee market will begin trading in London next Monday, the Coffee Terminal Market Association has announced.

Official market calls will each last ten minutes commencing with the opening call from 10.15 to 10.25, followed by lunchtime close at 12.00, the afternoon opening at 14.45 and the close at 17.05.

The Association says that there will be no option or after hours trading. The negotiable contracts will include coffee from Kenya, Honduras, Nicaragua, Colombia, Costa Rica, Guatemala, Salvador and Mexico.

The Association said last November that it planned to commence trading in an arabica contract quoted in dollars per 50 kilos with a contract unit of 17,500 kilos and April, 1978, as the first delivery position.

Other delivery positions will follow the usual bi-monthly pattern - April/June/August/October/December/February/April.

Wallace Jackson
Commodities Editor

Markets

he change in heart of US administration sign neglect to active about the dollar con- bond portfolio man- to optimists? This is unresolved, writes Jones.

Most part, portfolio still seem to be re- from making commit- utes clearer. Many participants want prob- how the dollar over the next couple because there seems widespread doubt in exchange circles about the wisdom of the new states policy of sup-

pressure on port- agers to make com- is becoming greater, and dealers say, thing, the monthly w from Eurobond and sinking fund pay- from maturing at its largest in and February.

more, the available indicates that many managers have been in- their cash flow in for several months they already have an singly large amount of

we already beginning use institutions move dollar bonds", says of a Swiss bank in "After all, the dollar is in relation to other s right now and the differential with the nc and Deutsche mark

anager of the trading at a United States London also noted, in buying during the We are seeing some size", he said.

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§ Forward bargains are permitted on two previous days

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